

# The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

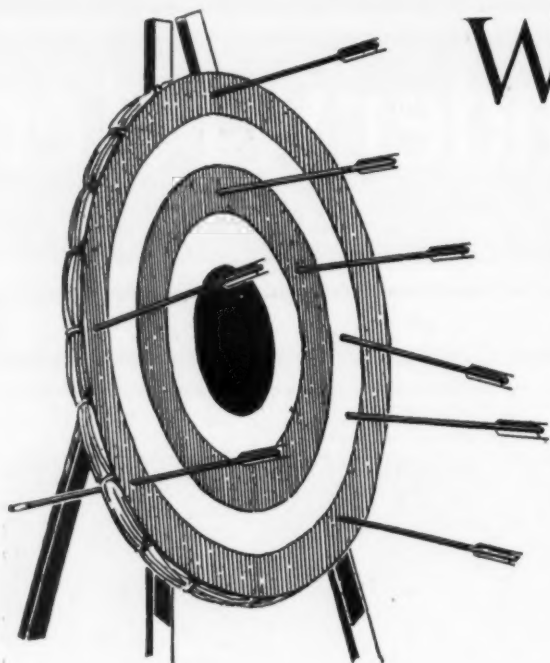
THURSDAY, JANUARY 23, 1930



## NORTHERN STATES LIFE INSURANCE COMPANY

HAMMOND  
INDIANA

*"DESERVING OF PREFERENCE"*



# WHICH?

Five or six carefully aimed shots which hit the bull's eye are more effective than a scattered flight of arrows all over the target. The publicity department of the Ætna Fire Group, in planning advertising for the agents of the three companies, aims to hit the bull's eye.

THIS

or

THIS

Sales letters and advertising messages are designed for individual agents. Merely answering a request for help with a mass of cut and dried general material, aimed, hit or miss, at no one in particular, is not the Ætna Fire Group way of doing business—never will be.



ÆTNA INSURANCE COMPANY  
THE WORLD FIRE AND MARINE INSURANCE CO.  
THE CENTURY INDEMNITY COMPANY  
HARTFORD, CONNECTICUT

*One of a series of advertisements telling the story of Ætna Fire Group service to agents*

# 1880 GOLDEN JUBILEE 1930

OF THE WORLD'S PIONEER IN LIABILITY INSURANCE



## FIFTY YEARS AGO

Not only were there no automobiles, no radios, no movies . . . there was no liability insurance, fifty years ago. That the need for such insurance was there, was evident. The passage of the famous Employers' Liability Act, by the British Parliament, brought to the attention of thinking men the need for employers' liability insurance. Shortly after this act was passed, The Employers' Liability Assurance Corporation, Ltd., was founded. By the founders of The Employers' Liability Assurance Corporation, Ltd., was laid the cornerstone for the massive structure of liability insurance, which today involves millions of dollars, and to which thousands of men devote their thought and energy.

## TODAY

TODAY, The Employers' Liability Assurance Corporation, Ltd., together with its subsidiary companies, the American Employers' Insurance Company and The Employers' Fire Insurance Company, writes, in the United States, practically every kind of insurance except life, including fidelity and surety bonds. Today's records show that during the past fifty years The Employers' Liability has paid out millions of dollars to satisfy claims of or against its assureds. Its hundreds of thousands of policyholders, its thousands of agents, have come to know the meaning of "The Service that Satisfies." We take a pardonable pride in our fifty-year record of service to the general public and to the American Agency System. Although we take off our hats to the past, we take off our coats to the future.

## THE EMPLOYERS' GROUP

*Practically every kind of Insurance except Life Insurance, including Fidelity and Surety Bonds*

110 MILK STREET

BOSTON, MASS.

AMERICAN EMPLOYERS'  
INSURANCE COMPANY



THE EMPLOYERS'  
FIRE INSURANCE COMPANY

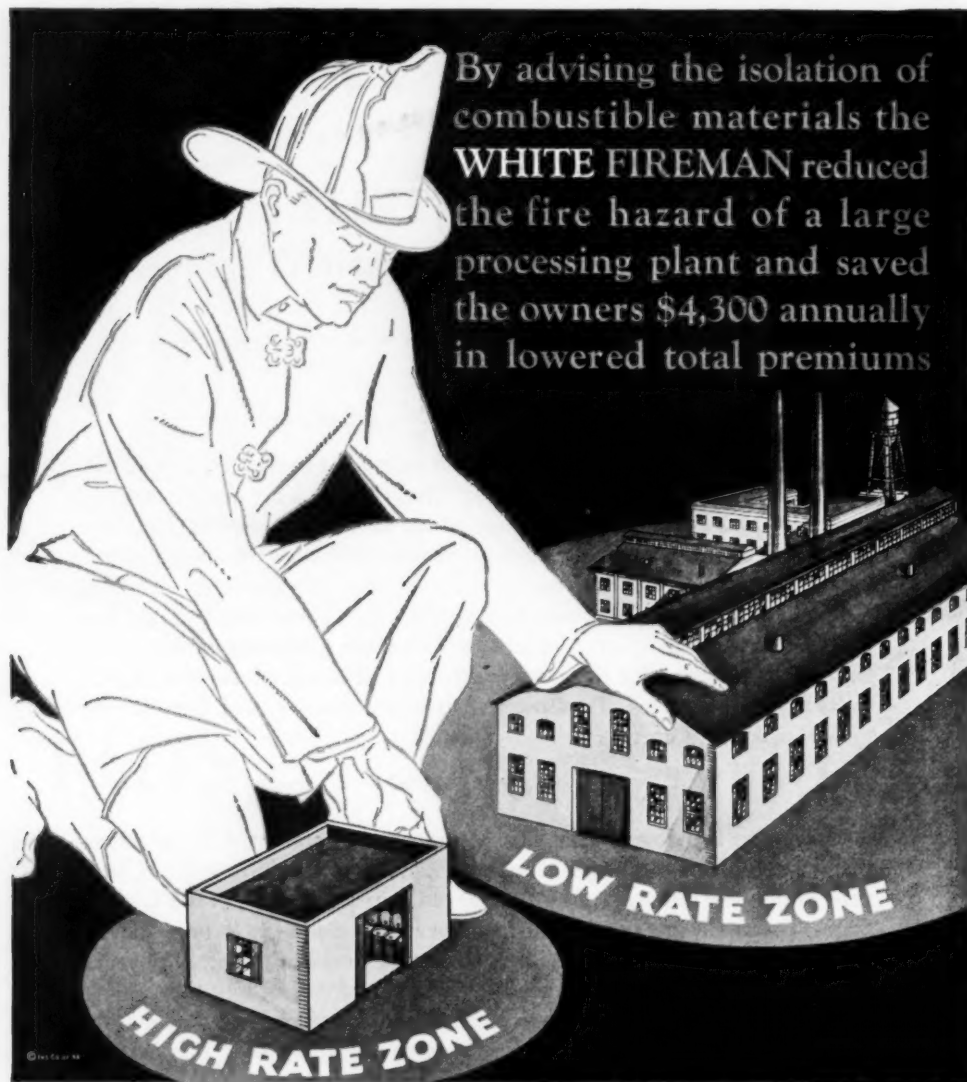
THE EMPLOYERS' LIABILITY ASSURANCE CORPORATION, LTD.



# 1880 GOLDEN JUBILEE 1930

OF THE WORLD'S PIONEER IN LIABILITY INSURANCE





THE WHITE FIREMAN is used in this advertising to symbolize loss-prevention engineering service—a nation-wide service, supported by insurance companies, having for its purpose the reduction of loss-hazards. Its work comprises consultation on proposed structures, inspection of property, testing of materials and equipment, and many other kinds of technical assistance. This service may be secured through responsible insurance agents or brokers. Ask your North America Agent.

North America Agents are listed locally in all the Bell Classified Telephone Directories under "INSURANCE CO. OF NORTH AMERICA"



## The Insurance Company of North America

PHILADELPHIA

The Oldest American Fire and Marine Insurance Company—Founded 1792  
and its affiliated companies write practically every form of insurance except life

[ Above is reproduced, in reduced size and without its original color, the full page, red-black-and-white North America advertisement appearing in *The Saturday Evening Post*, Jan. 25; *Literary Digest*, Jan. 25; *The Business Week*, Jan. 22; *Time*, Jan. 27. ]

Even the most "hard-headed" business man is bound to be impressed by such an example of the White Fireman's co-operation as that shown above.

No plant owner or manager wants the progress of his business interrupted by a disastrous fire; neither does he want to pay out more money for insurance premiums than is necessary.

Therefore, the accomplishment of the White Fireman graphically illustrated above commends itself to those interested in industrial properties, because of the simple, logical method by which the fire hazard was reduced, and because of the immediate, tangible results produced in the lowering of premiums by that method.

Thus this advertising of the fire-prevention service supported by insurance companies, and symbolized by the White Fireman, is opening many a door for the responsible agent—and especially for the North America agent.



# The National Underwriter

Thirty-Fourth Year No. 4

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, JANUARY 23, 1930

\$4.00 Per Year, 20 Cents a Copy

## Much Activity in Central West

Field Men Are Doing Much Agency Visiting After Big Change

### LITTLE SEPARATION YET

Union and the Retiring Bureau Specials Will Cooperate in Clearing Local Offices

There is to be observed all over the central west the most unusual activity on the part of field men in the lining up of agencies, it being the result of the formation of the new Western Underwriters Association. Last week, for example, the Illinois field men of the American group of Newark, Crum & Forster fleet and Security of New Haven, were called into their western departments for conference. These companies will be active in entering what have until now been clear Union agencies if they can better themselves. They have large writing capacity and are aggressive in their business getting methods.

#### Interesting Angle Seen

The angle of the situation being most frequently commented on is the fact that the companies which have retired from the Western Insurance Bureau to join the Western Underwriters' Association are, under the agreement, permitted to enter so-called Union agencies without delay. On the other hand, the companies that are still referred to as Union can not enter Bureau agencies that have not been cleared of non-union representation or at least if they do so they are permitted to pay only the 15 percent commission scale. The Bureau companies which resigned to go into the W. U. A. did so on Dec. 28, but their resignations cannot become effective until Feb. 28. They, however, lost their voting power in the Bureau on the presentation of their resignations.

#### Sixty Day Waiting Period

There is thus 60-day hiatus during which these retiring Bureau companies can not be regarded as full fledged members of the Western Underwriters Association, even though they have signed the articles of agreement, for the reason that they are technically not fully retired from the Western Insurance Bureau. Union field men find, therefore, that the retiring Bureau companies are entering the Union agencies and that they are selecting the most desirable ones. The Union companies, on the other hand, must simply mark time until March 1, at which date they can commence to cooperate fully with the former Bureau companies in clearing agencies of non-affiliated representation.

While the Union companies have, generally speaking, been able to secure the

(CONTINUED ON PAGE 17)

## Both Old and New Bureaus Meet, Rawlings Still Head

### COMMISSION RATE AMPLIFIED

Underwriters Adjusting Company to Be Continued Independent—Sprinkler and Reinsurance Assns. Still Bureau

Meetings of both the old Western Insurance Bureau and the newly incorporated body which will take over the old Bureau membership, were held in Chicago last week. Officers were elected by the new Bureau. Ralph Rawlings, president of the Monarch Fire of Cleveland and head of the old Bureau, was chosen president. Alfred James, president of the Northwestern National, and D. W. Crane, secretary of the Ohio Farmers, are vice-presidents. Benjamin Auerbach continues as secretary and Frank S. Danforth of the Millers National, treasurer. The directors include: Sol F. Weiser, Dubuque Fire & Marine; W. E. McCullough, Hampton Roads F. & M.; Herbert A. Clark, Firemen's of Newark; Charles H. Yunker, Milwaukee Mechanics; W. E. Wollager, Concordia. Mr. Clark was chosen chairman, thus continuing the office he has held in the old organization.

#### New Scale Adopted

The newly formulated commission scale was adopted, although somewhat amplified. In the previously published scale there was no commission rate shown for hotels, summer resorts, gun clubs, barbecues, etc.; this will be 15 percent. The Bureau has no jurisdiction over automobile business, but most of the companies in the new Bureau have decided to pay 30 percent on this class instead of the 25 percent that many have been paying.

The meeting of the old Bureau was very largely attended, there being a number of western executives on hand. The most important resolution adopted was that suspending the rules of the Bureau and discharging its various standing committees. A liquidating committee was appointed consisting of the officers and executive committee of the old Bureau, these being: H. A. Clark, Firemen's, chairman; D. W. Crane, Ohio Farmers; F. M. Gund, Crum & Forster; W. E. McCullough, Hampton Roads F. & M.; W. E. Wollager, Concordia; C. N. Gorham, American; B. L. Hewett, Boston; Walter D. Williams, Security; Charles H. Yunker, Milwaukee Mechanics. Frank S. Danforth, Millers National, Ralph Rawlings, Monarch Fire, and Benjamin Auerbach are ex-officio members of the committee.

The principal discussions centered around the future of the Underwriters Adjusting Company. The members of both the old and new Bureau expressed the wish to have the organization continued. The stock is to be distributed to companies belonging to both the Western Underwriters Association and the Western Insurance Bureau, and is to be held in trust. The Underwriters Adjusting Company will hence cease to be a Bureau institution but will be non-factional and independent.

The Underwriters Adjusting Company has developed greatly within the last few years, having established branch offices

## Executives Ponder Question of 20 Percent Flat Scale

### MANY ADVANTAGES ARE SEEN

Strong Opinion That Southeastern Commission Plan Will Be Made Applicable Everywhere in Time

NEW YORK, Jan. 22.—With each advance in the commission scale in an important territory, some fire company managers start figuring in an effort to determine how closely the overall approaches 20 percent flat, a figure adopted by the Southeastern Underwriters Association for application throughout its entire jurisdiction several years ago, and which has operated with little or no friction ever since.

While flat 20 percent probably would increase the present commissions paid, taking the country as a whole, anywhere from 1 to 1½ percent for the average general writing company, underwriters are debating whether such an advance would not be offset by the saving in home office accountancy work, and in the time now lost by divisional men in corresponding with agents regarding the proper commissions allowable on designated risks.

#### Executives are Undecided

Another present cost is in the efforts expended by special agents in unraveling tangles caused through commission misunderstandings. Thus far the executives have been unable to reach a decision.

The conviction grows however, that "eventually, if not now," a flat commission of 20 percent will be made applicable in all states, except those, like Texas, that have special laws governing the matter. The great objection offered to a flat commission, of course, is that agents might neglect the solicitation of preferred business, notably private dwellings and their contents, arguing that the premiums from that class are comparatively so small that they can not afford to write such risks except on a higher commission.

Yet the flat 20 percent is paid in the south, and while dwellings in that territory have not been anything like as attractive to companies as those located elsewhere, the rates are materially higher, so that the net return from the class to the agents of the south is greater than that received by local agents of the north and west.

A flat commission rate, country wide, would be a great time saver to the accounting departments of all fire companies, and would remove a lot of irritation. Whether the gains would offset the added cost, however, is still a debatable question, and is one that is getting a proper share of managerial attention just now.

at every important center in the middle west, and it was deemed best to continue it as an independent loss adjusting organization. The Western Sprinklered Risk Association and the Western Reinsurance Bureau will be continued as Western Insurance Bureau adjuncts. It is believed that some of the non-affiliated companies may enter the Western Sprinklered Risk Association.

## Test Suit Goes to High Court

Permanent Possession of \$8,000,000 Premiums by 155 Companies Is Involved

### ANGLE OF MISSOURI CASE

Carrier Appeals from Lower Court Action in Denying Injunction Against Superintendent Thompson

Approximately \$8,000,000 of excess premiums collected by 155 companies in Missouri are involved in new litigation which last week was carried up to the United States Supreme Court. The case is a test on appeal, made for all the companies in the same situation by the National of Hartford and argued by R. J. Follon of Hicks & Follon, Chicago insurance attorneys. So fine are the points involved that the decision, it is said, may range all the way from one estopping the companies from any further action, to a ruling that the companies may retain the premiums.

The National made a motion before a Missouri court for an interlocutory injunction to restrain Superintendent Joseph B. Thompson of the Missouri department from interfering with collecting the old rate, and for an order permitting the company to retain money thus collected. Mr. Follon says this case should not be confused with the present 10 percent rate reduction order, as it would not affect the premiums collected in Missouri after Feb. 1, 1928.

#### Argument Made by State

The Missouri attorney general argued that a stipulation entered into by the National of Hartford under the old 15 percent rate reduction order which antedated the more recent 10 percent cut, barred relief, and that the company first should return money collected. This stipulation was to dismiss the suit, withdraw the rate order and have a new hearing. According to the attorney general the agreement "waived in advance," any legal right to seek relief from the 10 percent cut.

A statutory federal court of three judges found the company's contention in the suit against Superintendent Thompson to be sound, but denied the injunction on the basis of the state's contention.

Mr. Follon argued before the Supreme Court that it was improper to drag in an angle of the old 15 percent reduction case, and held that a stipulation in the old case could not bind the National in litigation over the 10 percent reduction order.

#### Wide Range of Possibilities

It is said that if the Supreme Court should hold that there was no reduction order in Missouri until February, 1928, when proper notice was given, the approximate \$8,000,000 excess which was

(CONTINUED ON PAGE 17)

## Act to Foster Motor Annexes

Chicago Brokers Seek Country-wide Support of Companies and Agents

### PLAN IS FORMULATED

National Automobile Club of California Seen as Logical Nucleus in Fight Against Exchanges

A movement to enlarge the scope of the National Automobile Club of California under company and agency backing to compete with motor clubs which have reciprocal and mutual annexes, has been started by the Chicago Brokers Association. It is the hope that companies and agents will realize the gravity of the situation and will back up the initial move taken by Chicago brokers in approving a proposal made by a special committee headed by George M. Eddy, veteran broker and association worker.

The matter will be presented to the executive committee of the Illinois Association of Insurance Agents which will meet Jan. 31, and through this means it is hoped to carry the proposal to the National Association of Insurance Agents and the National Automobile Underwriters Conference. One of the proposals in reorganization of the National conference now under way, it is understood, is this matter of amplifying activities of the California club.

#### Conduct National Survey

Mr. Eddy reported on the results of a national survey which his committee has been conducting for several months. His report states:

"We find automobile service is desired by brokers and agents throughout the country and this would seem to reflect the interest of the automobile drivers in the subject. Several organizations are now in the field to furnish more or less of this service. In our opinion an organization to be effective must have financial responsibility, proper organization and capacity to furnish the service, and wide scope of operation. None of them now engaged in the business has developed to the point where they embody all of these features."

#### Company Cooperation Needed

It was emphasized that cooperation of stock companies would be essential and that this possibly could be obtained through their conferences as a central point of contact and a means of interchanging service and courtesies. The plan the committee recommended, and which was approved in form, would call for organization of service clubs by local boards or their members throughout the country to give emergency and first aid medical service, including ambulance, in addition to the wrecking and towing, emergency road side repair, map service and road information, legal service, surety bonds, identification service and emblem usually given by motor clubs.

The Chicago plan calls for a personal interest in the welfare and comfort of tourists and for service by all local agent members in identifying tourists, etc., no matter in what company they carry their insurance.

#### Frown on Sale of Supplies

"This plan should not contemplate the sale of materials or supplies in any event," the report states. "Your committee feels that if our association will initiate a plan for such an organization

(CONTINUED ON PAGE 15)

## America Fore Figures Are Indicative of Fine Growth

ASSETS INCREASE \$26,286,407

Chairman Sturm Discloses Sound Position Attained by Seven Great Affiliated Companies

Ernest Sturm, chairman of the board of the America Fore fleet of New York, makes public the financial statement of the Continental and other companies in the group, reflecting exceptional prosperity. The Continental cash assets are \$104,666,984, as against \$91,655,480 on Jan. 1, 1929, a gain of \$13,011,504.

Net surplus is \$44,273,170, as compared with \$37,109,650 last year, and stock-bond holdings rose from \$83,194,055 to \$95,299,458. Reserves for dividends, contingencies, and market fluctuations in securities aggregated \$8,800,000 on Jan. 1, as against \$7,500,000 on Jan. 1, 1929.

#### Fidelity-Phenix Figures

The statement of the Fidelity-Phenix reveals assets \$86,168,951, an increase of \$13,303,920. Net surplus was \$37,460,925, a growth of \$7,932,836. Stocks and bonds owned aggregate \$78,626,445, as against \$66,323,917 the last year.

Special reserves were \$7,800,000, as compared with \$6,500,000 on Jan. 1, 1929.

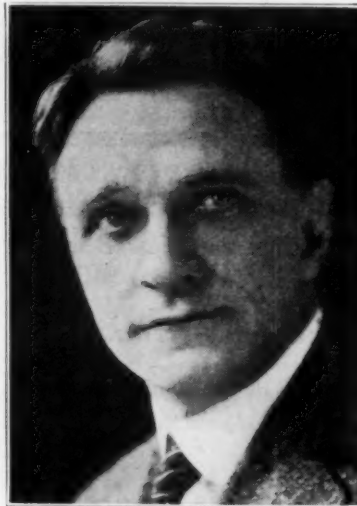
Assets of the entire group, which also includes the Niagara, Maryland, American Eagle and First American, on Jan. 1 were \$242,735,815, a gain of \$27,167,918. Bonds and stocks owned aggregated \$219,589,935 in value, an increase of \$29,939,610. Net surplus grew from \$85,606,248 to \$100,271,840.

The report shows that the seven affiliated fire and casualty companies, including the Fidelity & Casualty of New York, had total assets on Jan. 1, of \$281,512,956, a \$26,286,407 increase, and net surplus \$105,954,013, or \$13,106,300 increase. After setting up \$13,025,000 reserves for market fluctuations in securities, the group policyholders' surplus stood at \$151,172,720.

#### Hendricks Special Risk Manager

A. E. Hendricks has been selected as manager of the special risk department of the Monarch Fire of Cleveland. Mr. Hendricks was educated with the New England factory mutuals and for several years has been with the Western Sprinkled Risk Association. He was offered his present opportunity on account of his valuable experience with local agencies in western territory.

## Gives Address



ALFRED M. BEST

Insurance was characterized as a master product of cooperation by Alfred M. Best, president of Alfred M. Best & Co., in a speech before the Cleveland Board last week. Insurance protects both property values and the earning power of human lives. It protects the raw material, finished products and the situations which arise in connection with them, such as workmen's compensation, liability, surety, etc. The vital need for insurance does not even stop there but protects the earning power of the consumer.

"I see no reason to assume any striking change in the general conduct of either the fire or the casualty business in the near future. The business will continue to be produced through agents, to whom the greatest possible credit is due for past achievements, and who are, in my judgment, indispensable to the future growth and prosperity of the business. As the business has grown, both in volume and complexity, the agents have not merely kept pace with the requirements of their clients, but have been leaders in the development of new and important fields. The service which agents are expected to render, and do render, is today of a scope not thought of 30 years ago."

Fire at Sebeka, Minn., destroyed five buildings housing six business establishments and caused damages to a seventh place. Losses were estimated at about \$70,000.

## DeVan Reviews Day's Problems

Agency Leader Says Loyal Representatives Deserve More Recognition

### NEED FOR ORGANIZATION

Present Production System Is Declared to Be Finest Expression of the Business

R. E. De Van of Charleston, W. Va., former president of the National Association of Insurance Agents, made a great hit at the Indiana Insurance Day luncheon in Indianapolis Tuesday when he spoke on the value of trade organizations to people in the business. In the course of his remarks Mr. De Van commented on some of the insurance problems. He said in part:

"The American agency system as represented in all forms of our insurance business is the finest expression in business today. It is the ability or opportunity of the agent to establish a business of his own which has permitted the system to advance to its present stage of valuable service to the public and the companies."

#### Won't Eliminate Producers

"Owing to the vastness of the territory which must be covered in this great country of ours, it was necessary for the companies to develop a comprehensive and well-organized agency system. Despite the flurries here and there, if there is any disposition on the part of the majority of the companies to eliminate the producers in the field, there is no evidence thereof. The conditions which brought the American agent into being warrant his continuance."

"Any consideration of company-agency relationship leads inevitably to the question of organization. The idea is embedded in the minds of most of us. Company operation embraces organization—world without end. Most of us believe that the best interest of the insurance business is to be attained by organized companies operating through organized agents—that if this happy state could be brought about, the insurance millennium would be at hand; but it never can be accomplished until it comes to be recognized as a two-sided proposition."

#### Question of Separation

"The question of separation in the fire insurance business and, in recent times, the casualty and surety business, has been of outstanding importance for some years in this western territory and is now receiving the same consideration in other territories."

"If there is soundness in the principle that organized companies have a right to do business separately from other companies, then such organized companies, in order to be wholly consistent, ought to select as their representatives agents who likewise believe in organization and are bound by principles and precepts for the good of the business."

#### New Assistant Secretaries

The North America has appointed four new assistant secretaries: Silas H. Schoch, formerly resident local secretary at the home office; Drury P. Malone, former Virginia field man, who has been assistant general agent at the home office for three years; David G. Cameron, former Pennsylvania field man and later assistant general agent at the home office, and Chester M. Campbell, manager of the automobile department.

## CONDENSED NEWS OF WEEK

Companies' right to retain \$8,000,000 excess Missouri premiums rest with U. S. Supreme Court. **Page 3**

Much interest in possible clearing of agencies in middle west. **Page 3**

Company executives ponder question of applying 20 percent flat commission scale to entire nation. **Page 3**

Both old and new Western Insurance Bureaus meet. Commission scale amplified. Underwriters Adjusting Company to continue independently. **Page 3**

President Goss of Farm Association sounds note of aggressive optimism at annual meeting. **Page 5**

Magnificent piece of work done in Grand Rapids, Mich., in reducing its fire waste. **Page 5**

Alfred M. Best speaks at Cleveland. **Page 4**

Chairman Sturm gives figures on operations of America Fore fleet and affiliated companies in 1929. **Page 4**

Chicago brokers start movement for nation-wide formation of auto service clubs by agents to meet mutual and reciprocal annexes. **Page 4**

Pacific Fire Underwriters Association announces program for San Francisco meeting Feb. 4-5. **Page 11**

Host of insurance notables gathers at annual meeting of Pittsburgh Insurance Club. **Page 11**

Martin elected president of Seaboard F. & M.; other official changes made following Ernest B. Boyd's death. **Page 6**

Indiana Insurance Day at Indianapolis draws host of insurance notables. **Page 27**

List of companies being liquidated by the Illinois liquidation bureau of the state department of trade and commerce. **Page 20**

Survey is being made of financial relief plans by the Rockefeller Foundation committee for automobile accident victims. **Page 30**

Big California plane crash may cost insurance \$2,000,000; important questions involved. **Page 39**

U. S. F. & G. presents annual statement. **Page 40**

Prudential Casualty & Surety takes over two accident and health companies. Baldwin now president. **Page 41**



## Fighting Spirit Is Needed Now

President Goss Sounds Militant  
Note at Meeting of Farm  
Association

### MUST VITALIZE BUSINESS

Calls Western Men to Aggressive Drive  
for Profit—Contact Committee  
Is Authorized

A dash of optimism was injected into the annual meeting of the Farm Association by President I. D. Goss, superintendent of the farm department of the America Fore's western department in Chicago. Mr. Goss in his annual address said farm fire insurance underwriters had stuck together so long in their concerted fight to bring a profit out of economic disorder, and had "gazed on the gloomy picture" of agricultural conditions for so many years that it might appear to these these conditions could not be changed.

He said, however, for the first time in many years there is less to be disquieted about in farm insurance. President Goss said while the farmers' income did not increase last year the \$12,000,000,000 will work wonders if it can be spent for commodities rather than in payment of debts.

#### Recommends Contact Committee

Mr. Goss recommended that the association authorize appointment of a standing committee of five to be known as the contact committee whose duty would be to devise ways and means "of giving greater clarity and substance and appeal to the case of the local agent," and to act as their friend and counselor along the lines suggested in the address. The committee would have the responsibility of helping the local agent to vitalize his daily work and thus to give greater power to the farm insurance business at the point of contact with the public. Authorization was given with approval of his address, and the committee will be named later.

"While seeing a brighter future for farm underwriting," he said, "I want to say that if I have conveyed to you the idea that we have emerged upon an era of clear sailing in the farm business, I hasten to assure you that this is not my belief."

#### Eternal Vigilance Demanded

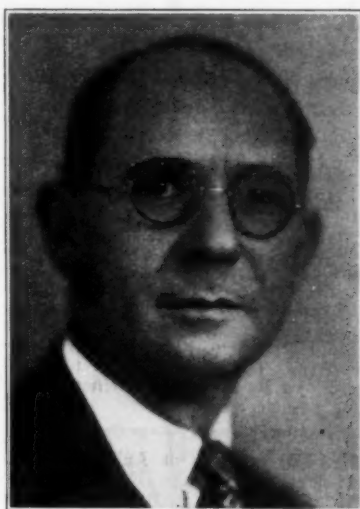
"We have before us the promise of a better day, but whether or not this promise will prove to be one of substance from our standpoint will depend largely upon us. If we relax our vigilance; if we are inclined to compromise with sound principles of farm underwriting; if we do not meet our better opportunity with thoughtfulness and vigor, it is likely to prove as illusive and disappointing as the mirage in the desert."

"I appreciate that I do not voice the unanimous sentiment of this association when I say that if we would keep in step with progress we must give heed to the growing opinion of the press and the public that our rates should include substantial recognition of the superior features of construction now being widely heralded as effective against the common causes of fires on farms. Fire prevention is the key to the future."

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**Indiana Day Report**  
in Full on Pages 26-31

## Aggressive Leader



I. D. GOSS

Superintendent America Fore's Farm Department, Re-elected President of Farm Association

## Commissioners Officers Had Meeting This Week

Col. Howard G. Dunham, Connecticut insurance commissioner, was in Indianapolis Tuesday, being one of the main speakers at the banquet which closed the Indiana Insurance Day program. Colonel Dunham is president of the National Convention of Insurance Commissioners and inasmuch as he was in the central west he asked the other officers to meet him for conference. A. S. Caldwell, Tennessee commissioner, who is secretary of the organization; C. C. Wysong, Indiana commissioner, first vice-president, and Jess G. Read of Oklahoma, second vice-president, were present. Ray Yenter, Iowa commissioner, who is chairman of the executive committee, was not able to be present. Colonel Dunham spent Wednesday in Detroit conferring with Commissioner C. D. Livingston of Michigan.

#### Seattle Marine Board Elects

SEATTLE, WASH., Jan. 22.—J. A. Graessner, manager of the Union Marine, was elected president for 1930 of the Board of Marine Underwriters of Seattle. J. G. Coart, manager of the marine insurance department of Alexander & Baldwin, was chosen vice-president, and E. H. Hutchinson, manager of the Yangtze, was selected secretary-treasurer.

The marine underwriters held their their annual banquet Jan. 18 at the Sand Point Country Club.

## Wonderful Work Done in Cutting a City Fire Loss

Grand Rapids, Mich., awoke New Year's day 1924 to the fact that the city had paid \$1,172,676 for fires during 1923, a sum equal to \$7.78 per capita. It awoke also to the fact that prospective industries were looking with disfavor upon the city because of these huge losses and consequent fire insurance rates.

And so the Grand Rapids Association of Commerce and the Grand Rapids fire department decided to do something about it. They enlisted the cooperation of the Grand Rapids Safety Council and the city government. In November, 1924 they inaugurated a year-round fire prevention campaign which awakened the civic conscience. During the past five years it has reduced the per capita fire loss from the staggering total of \$7.78 to \$1.01 per capita loss in 1929. This is not only a wonderful reduction but is probably the lowest per capita fire loss of any Class B city in the United States.

#### How the Work Was Done

During all this time, O. P. Davies, chairman of the fire prevention committee of the Grand Rapids Safety Council, and Deputy Fire Marshal Fred P. Higgins have guided the efforts of the city in its fight against the red monster. The year-round campaign was organized and originally conducted by dividing the industrial, mercantile, financial business fields into various groups, such as furniture manufacturers, public utilities, metal trades, coal dealers, building trades, banks and the various service clubs, etc. There was a group for each two weeks of the year.

Each group at its own expense produced and distributed many different kinds of publicity matter during the various periods. Pay envelope stuffers, posters for bulletin boards, window displays, signs on street cars, delivery trucks and billboards were used. Public utilities put fire prevention messages on their bills to consumers; milk dealers furthered the idea of fire prevention on their bottle tops; several groups, including insurance agents, arranged for package inserts in department store purchases and in laundry packages. The newspapers cooperated with splendid publicity. Pamphlets were distributed to every school child with request to carry them home to their parents.

#### Forms of Publicity Used

Demonstrations and fire prevention talks were made to all service and luncheon clubs, church organizations and in schools. School children were taught how to send in a fire alarm and were warned of the dangers of fire.

Other variations of this original campaign have been used each year since

1924. Each year the sidewalks at street corners are stenciled "Prevent Fires." Most of the factories have similar messages on posters and near work benches, on walls and near time clocks. One year, Boy Scouts were used to report dangerous piles of refuse or other fire hazards. They were organized on a block system, with one scout allotted to each block in the city.

#### Work of the Fire Department

Each year the fire department makes approximately 85,000 inspections. Each spring and fall all fire escapes are tested. During freezing weather, each of the 3,500 fire hydrants is inspected. Every Grand Rapids fireman has completed a first aid course. There are 12 fire houses in the city and the company officer of each is held responsible for any fires in his district. The company fire officers make periodical visits to night watchmen in factories in their districts.

In 1929 72 meetings were held in schools and community center buildings, in which 10,000 adults and many children were given fire prevention messages by representatives of the safety council, the fire department and by the school safety officer assigned to the safety council. During Fire Prevention Week, the safety council placed a fire prevention poster on every fire plug in the city.

#### Tests in Schools

From time to time in order to check fire drills in schools, members of the fire department without notice bar one or two exits in a school building and sound the alarm for fire drill. This has the same effect that a fire would have that cut off an exit and teaches the children to seek another exit in an orderly fashion.

The result of all this effort is the building of a civic pride which does not let fire hazards accumulate, and an efficiency in the fire department which keeps at a minimum the losses from fires which do start, so that Grand Rapids fire losses have steadily reduced from the per capita loss of \$7.78 in 1923 until in 1927 the city won first place in the United States Chamber of Commerce contest for the lowest per capita fire loss and again in 1928 won honorable mention. In 1929 it reduced its losses more than 50 percent below the previous year to a new minimum of \$1.01 per capita, which probably again puts Grand Rapids in first place.

The Grand Rapids Association of Commerce has already notified the United States Chamber of Commerce of its claim to the first place among Class B cities for a minimum fire loss during 1929.

The city will not rest upon its laurels  
(CONTINUED ON PAGE 16)

## FIGURES FROM DECEMBER 31, 1929, STATEMENTS FIRE COMPANIES

### STOCK COMPANIES

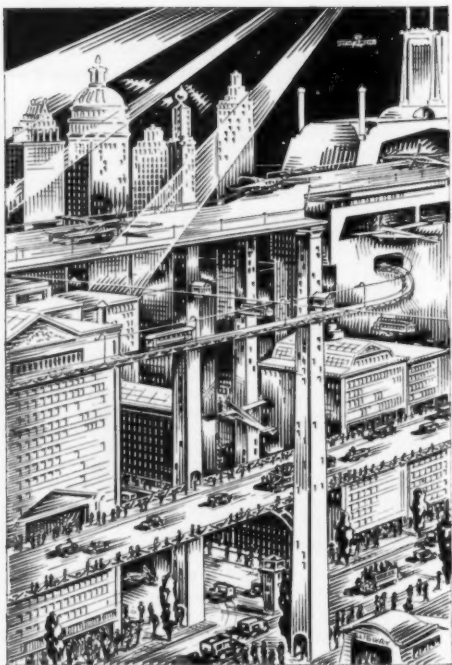
	Assets	Gain in Assets	Reins. Res.	Gain in Reins. Res.	Capital	Surplus	Gain in Surplus	Net Prems.	Losses Paid	Loss Ratio Percent
Franklin, Pa.	\$22,629,245	\$9,300,000			\$2,500,000	\$11,015,245	\$6,940,303	\$6,272,845	\$2,589,219	41.4
Liberty, Ky.	997,177	136,128	\$49,727	\$1,420	500,000	255,329	29,517	31,932	4,184	13.1
Louisville, Nat'l	72,667	11,132			50,000	17,550	7,547	8,256	16	.01
North America	90,109,434		28,939,368			30,000,000		33,784,794	14,675,735	43.5
Ohio Farmers	5,801,525	242,961	3,676,038	39,260	250,000	1,355,259	103,964	3,578,919	1,798,779	50.2
Pacific Amer.	4,882,267	508,771	329,821	32,654	1,050,000	3,427,270	162,686	458,217		
Safety First, Ill.	181,504	8,710			100,000	56,761	6,956	11,173	3,935	29.0
Seaboard, Md.	585,018	64,317	54,324	7,517	300,000	213,365	28,522	57,114	14,752	25.8
St. Paul F. & M.	35,044,673	2,827,076	12,364,170	—261,999	4,000,000	14,943,188	2,302,423	15,939,737		
West. Amer. Com., Cal.	1,813,289	364,859	1,009,681	305,192				1,958,655		
William Penn	486,264	67,477	157,715	9,947	200,000	125,189	32,465	51,892	5,146	2.7

### MUTUALS

	Cash Assets	Total Assets	Unearned Prems.	Cash Surplus	Total Surplus	Prems.	Losses Paid 1929	Total Income	Total Disburs.	Amount at Risk
Mer. & Bus. Men's, Pa.	\$67,982	\$905,567	\$197,167		\$694,825	\$300,385	\$104,686	\$493,534	\$412,763	\$5,409,767
Hardw. Deal., Wis.	4,199,256	4,279,131	2,442,737	\$1,434,268	1,514,143	3,835,753	1,045,215	4,025,434	3,336,262	428,588,767
Pawtucket, R. I.	1,169,938	1,269,425	661,539		556,985	673,084	242,214	741,839	674,571	119,047,599
Mid-W. Auto. Und., Ill.	73,384	136,583	63,366		50,038	249,908	101,635	260,645	225,249	
Druggists, Ia.	273,148	579,772	99,309	160,392	467,016	216,009	61,260	228,651	198,059	82,728,855
Iowa State	591,760	1,216,962	869,052	280,116	280,116	390,137	303,598	427,634	565,345	149,213,189



## The Distinctiveness of the Trinity Fire Is Primarily Attributable to its Modern Conception of Fire Insurance



### IN THE MODERN TEMPO

Once they asked—"How can the world be round?" then they asked—"How can Fire insurance companies be different?" Columbus answered the first and the Trinity Fire answers the second.

Cash Capital one million dollars



## Martin Elected President of Seaboard Fire & Marine

SUCCEEDS LATE E. B. BOYD

Davey Named Senior Vice-President, Directors Elected at Board Meeting in New York

Frank B. Martin has been elected president of the Seaboard Fire & Marine of New York, succeeding the late Ernest B. Boyd. Stewart H. Davey, vice-president, has been advanced to first vice-president, the position which Mr. Martin held. Malcolm B. Dutcher of Frank & Dubois has been made a director to succeed Mr. Boyd. The executive committee was enlarged from six to seven and Floyd R. Dubois, a partner in the firm, was elected.

### Many Years' Experience

Mr. Martin, born at Auburn, N. Y., in 1883, started with the Hanover in New York City in 1900. After several promotions and changes he went with the Norwich Union in 1909 as underwriter for New England territory. He entered the employ of the Yorkshire in 1912 under Frank & Dubois, United States managers, as executive special agent for eastern territory. In 1914 he became agency superintendent and in 1918 was appointed assistant U. S. manager of the Yorkshire and London & Provincial. He became a full partner in the firm in 1922.

### Davey Also a Veteran

Mr. Davey started in the New York office of the Royal in 1907 and left in 1919 to become special agent of the Yorkshire for New York and New Jersey. In 1921 he was appointed state agent for Ohio and Kentucky for the Yorkshire and the London & Provincial. He was appointed agency superintendent of these companies in 1926, a position which he still holds. In 1929 he became vice-president of the Seaboard.

## Form New Philadelphia Association for Agents

The Philadelphia Agents' Insurance Exchange has been formed with John K. Payne of Hare & Chase as president. O. D. Sheldon of Williams & Walton is vice-president and H. H. Kenney of Young & Kenney, secretary-treasurer. The executive committee includes Walter J. Chase, George R. Packard, Charles T. Monk, William P. Bishop, Elmer O'Neil and H. Townsend Wilson. The organization will be affiliated with the National Association of Insurance Agents and the state association.

Modeled after the new association recently started in New York, the new exchange replaces the Philadelphia Association of Insurance Agents, which had been dormant for a number of years and which had been found too difficult to again place on an active scale.

The new association is founded on the highest ethical standards of the business. Its constitution and by-laws call for, among other things, promulgation of laws to safeguard the assured; to protect the mutual interests of the members; to guard against unethical practices, and for a common exchange of information.

The new exchange will take over the discussion with the territorial committee of the Eastern Underwriters Association of the new agency agreement for Philadelphia.

The new exchange was tentatively formed at a small meeting two weeks ago. It is expected that within a few weeks every agent of consequence in the city will be enrolled as a member.

The plant of the Homer Furnace Company at Coldwater, Mich., was completely destroyed by fire with a loss of \$500,000.

## New Jersey Agents Would Tax Non-policy Writers

HAVE BILL FOR LEGISLATURE

Insurance Department Neutral; Measure Would Impose Heavy Fees on All Above Two

TRENTON, N. J., Jan. 22.—The department of banking and insurance, it is reported, will take a neutral attitude regarding the bill which agents of the state have prepared and will shortly offer in the state legislature. The measure in question, according to common understanding, not only defines the qualifications an agent must possess in order to secure a license, but proposes restricting the number of local representatives a company may have in the commonwealth, through the imposition of a heavy charge for each license issued on a company's behalf, in excess of two representatives for each city.

### American Pioneered

The thought of the framers of the measure is that through such procedure the business would be rid of the horde of non-policy-writing agents now infesting northern New Jersey and in and about Camden county in the south. Some months ago the American of Newark pioneered in cutting off its non-policy-writing agents, anticipating that its action would be followed by companies generally. Aside from receiving commendatory letters upon the subject from its competitors, however, no positive action resulted, and now the regularly constituted agents propose seeing what they can do in the matter through the medium of a governing statute.

What reception the measure will receive at the hands of the law makers, when it makes its appearance, remains to be seen. The probabilities are that it will provoke lively interest in the legislative halls as well as in agency and company circles.

## Mississippi Rates Reported by Committee as Too High

Mississippi fire insurance rates are still too high although they were reduced on Oct. 1, 1929, a special committee of the legislature which has been investigating fire insurance reports, urging a further resolution by the state insurance commission. The committee recommends that if the commission does not take this action the legislature should change the machinery.

Several other recommendations are made, one being that one or two members of the insurance commission should not be connected with any company or agency, whereas the present law requires the commissioners to be conversant with insurance matters and rates. The committee urges that the commission decide what is a reasonable profit on underwriting instead of limiting it to 5 percent as at present. A qualification law for agents is recommended, the committee having in mind a bill patterned after the Florida law, also a model arson law and a state building code. The report was filed by Representative Leon Hendricks, chairman.

### John Townsend Dead

ST. PAUL, MINN., Jan. 22.—John Townsend, for many years one of the most prominent and influential fire insurance men in Minnesota, died early today. He helped to organize the St. Paul Board and was its treasurer for many years.

### Standard Joins the Bureau

The Standard of New Jersey, a member of the old Western Insurance Bureau, has now joined the new Bureau.

## "C. & R."

ONLY a little time was required for the expression "C. & R." to gain currency, meaning Corroon & Reynolds. Agents use it every day, and it is increasing in popularity.

We rather like it. It indicates a friendly attitude. That attitude, in turn, shows that agents appreciate agency-mindedness on the part of company management.

We try to put ourselves in the agent's place, to keep in mind his problems as a producer of business, to assist him by prompt, efficient co-operation and, when possible, to remove obstacles from his way. In other words, we are mindful of the agent's place in the insurance picture and endeavor to treat him as he would have us treat him.

Hence we feel that the expression "C. & R." means appreciation on the part of our agents for this agency-minded viewpoint.

If you would like to consider representation of a "C. & R." Company, clip, fill in and send us the coupon below. You will be under no obligation, of course.

## Corroon & Reynolds

INCORPORATED

### INSURANCE UNDERWRITERS

#### Manager

92 William Street

New York, N. Y.

Corroon & Reynolds, Incorporated  
92 William Street  
New York, N. Y.

Please let me have more information about representation of a C. & R. Company.

Name .....

Street Address .....

City ..... State .....



THE SATURDAY EVENING POST



**Do you know what your home furnishings are worth?**

Start with the living room. Put down the value of:

- Radio.....
- Piano.....
- Carpet and rug.....
- Chairs.....
- Tables.....
- Devonport.....
- Lamps.....
- Draperies.....
- Desk.....
- Pictures.....

**A** SURPRISING total, isn't it? And that's only one room! Surprising, too, how many other people do not know how much money their household possessions represent. Many of them find out to their sorrow when their Residence Contents Fire Insurance (renewed so casually year after year) proves woefully inadequate when put to the test.

Is your insurance sufficient to cover all the new things you have acquired?

The Alliance Agent will be glad to help, without obligation, a

The Alliance Insurance Company

**RESIDENCE** Contents Fire Insurance is featured in the Alliance Saturday Evening Post advertisement for January 18. Like all of our publicity, it advises property owners to "Ask your ALLIANCE Agent."



**THE ALLIANCE INSURANCE COMPANY OF PHILADELPHIA**

Head Office: 1600 Arch Street, Philadelphia

CHICAGO  
209 W. Jackson Blvd.

SAN FRANCISCO  
231 Sansome Street

ATLANTA  
8th Floor, Hurt Bldg.

## CHANGES IN THE FIELD

### THREE FIELD POSTS FILLED

**Western Fire of Kansas Announces Appointment of State Agents for Important Territories**

As a part of the program of development under Manager George W. Brinsmaid of the central department, the Western Fire of Fort Scott, Kan., announces the selection of Clarence F. Chamberlin as state agent for New York State, Charles A. Keenan as state agent for Ohio, and Hamilton M. Bonnett as special agent for Wisconsin.

Mr. Chamberlin is a native of Norwich, Conn., but has resided in New York most of his life. His insurance career began over 20 years ago with Pate & Robb, New York brokers, following which he was identified with Johnson & Higgins and other New York brokers. For a time he was special agent for Wallace Reid & Co., general agents for the Camden and Reliance, and for eight years special agent for the Citizens of Missouri for New York and New Jersey suburban territory. More recently he has been special agent for the George Leiste general agency of the Transcontinental and Law Union & Rock. He recently completed a term as president of the New York Suburban Field Club.

Mr. Keenan, the new state agent in Ohio, is a young man, a native of New York City. He entered the service of the Niagara in 1917 in the reinsurance department, serving in various capacities with that company, including work in the special risk department and as examiner for Ohio and Indiana. For the past three years he has served as special agent for the Niagara group in Ohio, as assistant to State Agent Garbutt. Mr. Keenan will be located at Cleveland.

Mr. Bonnet will make his headquarters in Chicago and, in addition to his work in Wisconsin, will assist Edwin L. Seneca, Illinois state agent, in special work in Illinois. Mr. Bonnet is a graduate of the University of Texas and started his insurance career in the Hartford office of the National Fire, later going to Illinois and Wisconsin as special agent of the Transcontinental and National. More recently he has been with the Netherlands in Illinois.

Manager Brinsmaid, with the field men in his territory and Douglas F. Best of the Chicago office, has been spending the week at the home office.

#### Joseph Sorge

Joseph Sorge, formerly special agent in Florida for the Firemen's of Newark, has been transferred to the New Jersey field to assist State Agent Mortimer Emhors.

#### John C. Wharton

Hines Brothers, southern managers for Crum & Forster, have appointed John C. Wharton, state agent for Kentucky. Mr. Wharton has been traveling Kentucky and Tennessee for the Caledonian, and was previously superintendent of the farm and survey departments of the home office of the Henry Clay Fire. Prior to that he was with the Continental farm department in Chicago. He also had farm experience with the Home of New York.

#### Richard W. Mercer

Richard W. Mercer, for the past four years a special agent of the Home of New York in Indiana, will be transferred Feb. 1 to Chicago as special agent of the Home for Cook county. Mr. Mercer was for three years with the Gregory & Appel agency in Indianapolis before going into the field for the Home.

### ROGERS WITH CALEDONIAN

**Former Michigan Field Man Returns to State after Brief Experience in Farming**

E. P. Rogers has been appointed Michigan state agent of the Caledonian and Caledonian-American with headquarters at 510 Congress building, Detroit. Mr. Rogers is well acquainted in Michigan as he served the North America, Philadelphia Fire & Marine, and National Security as state agent. He resigned to take charge of his brother's large farm near Fredericksburg, Va. Changes have been brought about in his brother's arrangements and accordingly Mr. Rogers is returning to the field. Before going to Michigan he traveled for four years in Kentucky for the Continental.

#### Webb C. Helwig

Webb C. Helwig has joined the Miller-Studebaker Agency of Topeka, Kan., as special agent. He has been with the National Fire as examiner for the past 14 years and has had some field experience. He has many friends in the Kansas field. The Miller-Studebaker Agency is general agent for the City of New York, Franklin, Homeland, Minneapolis Fire & Marine and Caledonian for Kansas.

#### A. G. Meredith, D. Perry

A. G. Meredith has been appointed state agent of the Fire Association fleet in Wisconsin succeeding R. B. Ellis, who died recently. Mr. Meredith has been with the Fire Association for 11 years, lately being special agent in northern Wisconsin.

Dean Perry has been appointed special agent in Wisconsin and will serve as Mr. Meredith's assistant. Mr. Perry was with the western department and later traveled in Missouri, Kansas and Colorado. Both Mr. Meredith and Mr. Perry will make headquarters at Oshkosh, Wis., but the old agency address at 87 East Wells street, Milwaukee, will be maintained through which both will be available.

#### B. L. Hewett, Jr.

B. L. Hewett, Jr., chief raters for the Michigan insurance department, has resigned to become special agent of the Boston and Old Colony in Michigan under State Agent W. D. Cameron. Mr. Hewett is a son of B. L. Hewett, western manager of the two companies.

#### Stowe Wilder

Stowe Wilder, special agent of the National Fire of Hartford in Pennsylvania, has resigned to enter the local business at Greenwich, Conn., conducted by E. Mead and Katharine L. Mead. The agency was established in 1891.

#### Barton King

Barton King, Indiana state agent of the Universal of New Jersey, has resigned.

#### Claude F. Snyder

Claude F. Snyder has been appointed state agent of the Snyder Brothers General Agency of Louisville for Tennessee with headquarters in the Stahlman building in Nashville. He is the son of the late Claude F. Snyder, who before his death was vice-president and general manager of the Henry Clay Fire of Lexington, Ky. Mr. Snyder, Jr. has had ten years' experience in bureau and field work. State Agent G. Reynolds Carson, who formerly covered Kentucky and Tennessee for Snyder Brothers General Agency, will now devote all his time to Kentucky.



# A LUCKY 13

## FOR INDEPENDENCE AGENTS

Because of recent financial disturbances, thousands of self-insurers will question the wisdom of carrying their own risks this year, and will be in the market NOW for many forms of insurance.

For the same reason, many more thousands who have been carrying partial insurance will NOW increase their coverages.

Again, for the same reason, still more thousands who have been "taking a chance" with no insurance at all, will NOW buy adequate protection.

Therefore, we say that 1930 totals "A Lucky 13" for Independence Agents because they are so perfectly equipped to meet all of the insurance needs of these thousands of prospects with "Independence Complete Protection."



### THE INDEPENDENCE COMPANIES

CHARLES H. HOLLAND, President

HOME OFFICES, INDEPENDENCE BUILDING, PHILADELPHIA

NEW YORK CITY OFFICES

INDEPENDENCE INDEMNITY COMPANY  
136 William Street

INDEPENDENCE FIRE INSURANCE COMPANY  
92 William Street

Casualty Insurance Surety Bonds Fire Insurance Aviation Coverages

*These Companies Maintain Human Relations with their Agents, Brokers and Policyholders*

Corroon & Reynolds, Inc., Manager



## 'Way Down South .....and The Dixie



The Oldest House In The Oldest  
Town In The United States

## St. Augustine Florida

**A**LTHOUGH the spot was visited by Ponce de Leon in 1513 on his historic quest for the fountain of youth, St. Augustine was not founded until more than fifty years later—1565—when Menéndez arrived with a Spanish fleet and established here the first permanent settlement of Europeans in this Country. Thus it was forty years old when the Puritans landed at Plymouth. . . . Unlike most of our early towns, which have either been abandoned or rebuilt and modernized, St. Augustine has preserved its antiquity. Its chief street is only seventeen feet wide, while Treasury Street, at its East end, becomes so narrow that two persons may clasp hands across it.

Burned in 1586 by Sir Francis Drake; pillaged by Capt. John Davis in 1665; ceded—along with the rest of Florida—to England in 1763 and re-ceded to Spain in 1783, it passed under American control in 1821. Today it is a popular winter resort where the famous and beautiful Ponce de Leon and Alcazar hotels are the principal hosts to 25,000 visitors each season.

## The DIXIE FIRE INSURANCE COMPANY Greensboro, N. C.

Organized 1906  
Surplus to Policyholders \$1,242,757  
ONE OF THE AMERICAN GROUP

## NEWS OF THE COMPANIES

### ST. LOUIS F. & M. IS READY

President Muckerman Announces State Examination and License Are Expected Soon

Organization of the St. Louis Fire & Marine has been completed by the General Insurors, Inc., President Chris J. Muckerman of the new company announces. It will start Feb. 1 with \$200,000 paid in capital and \$200,000 surplus. Mr. Muckerman is senior vice-president of General Insurors, Inc., and Henry S. Cushman, president of that concern, is first vice-president of the company. Edgar M. Jennings is second vice-president.

Examination by the Missouri insurance department and issuance of a license are expected shortly. The General Insurors will manage the St. Louis F. & M. under a five-year contract without compensation, and will furnish rental for that period. Stockholders have agreed to waive all dividends for five years. Mr. Muckerman points out this removes several heavy expenses which confront most new companies.

### St. Paul F. & M.

The St. Paul Fire & Marine statement shows assets \$35,044,673, increase \$2,827,076; premium reserve \$12,364,170, decrease \$261,999; capital \$4,000,000, net surplus \$14,943,138, increase \$2,302,423. Net premiums \$15,939,737, decrease \$1,312,118. Interest \$1,298,434, underwriting net profit \$2,131,113, depreciation in market values \$252,402.

### Pacific American Fire

The Pacific American Fire of Los Angeles in its first full calendar year, 1929, wrote \$1,021,504 gross premiums, retaining as net \$458,217 writings. An increase of \$162,686 in surplus is shown. Total assets are \$4,882,267 with \$339,821 reserve for unearned premiums. Paid-up capital totaled \$1,050,000; surplus over liabilities, \$3,427,270, and surplus to policyholders \$4,477,270. The company experienced a favorable loss and expense ratio during the year, according to Vice-President D. W. Pierce. "It is gradually extending the field of its operations, having recently entered the state of Washington. Plans are now being made for its entry into Colorado, Idaho and Montana and also for the establishment of a general agency in New Orleans to cover Louisiana and Mississippi. Another general agency will probably be established shortly in Atlanta to cover the six southeastern states.

### United American Amends Charter

The United American of Pittsburgh has had its charter amended so it can write marine, automobile and aircraft lines.

### Farmers of York Joins

President C. M. Kerr of the Farmers of York announces that that company has joined the Western Underwriters Association. Its status in connection with the new organization has been somewhat in doubt.

### Union Automobile

The Union Automobile of Los Angeles wrote \$2,755,204 net premiums in 1929 as compared to \$2,876,114 in 1928. The company ceased writing business in Washington early in 1929 and premiums from that state, which in 1928 amounted to \$366,000, more than offset the lower 1929 figures.

### North America

The North America has declared an extra dividend of \$1 a share in addition to the semi-annual dividend of \$1.

### ROLOSON SUCCEEDS LAUBER

Named as President of Central Fire of Baltimore at Special Meeting of Directors

BALTIMORE, Jan. 22.—At a special meeting of the directors, Charles H. Roloson, Jr., was named president of the Central Fire, succeeding the late John P. Lauber, who died suddenly last week. Mr. Roloson entered the insurance business in the office of the John P. Lauber Agency and went with the Central in 1903 when Mr. Lauber became secretary of the company.

He was made assistant secretary in 1912 and a director and secretary in August, 1917. Mr. Roloson remained in this position until March, 1926, when he was made vice-president and secretary and in October, 1928, was released of his duties as secretary in order to devote all his time to the office of vice-president.

The annual meeting of the stockholders will be held March 3, when directors will be elected, and on March 10 the directors will meet to elect officers, when a vice-president will be elected to succeed Mr. Roloson.

### Bronx Fire

An initial dividend of \$1.25 a share on 40,000 shares of outstanding stock payable Feb. 15 to stockholders of record Jan. 31 was declared by the directors of the Bronx Fire. This company was organized and started in July, 1928, with paid capital, surplus and voluntary reserve totalling \$4,000,000, and is managed by Corroon & Reynolds. Figures at the end of 1929 have not been given but it is said assets on that date exceeded \$6,000,000. A large agency plant has been organized throughout the United States. The company is licensed in 34 states.

### Franklin Fire

A meeting of stockholders of the Franklin Fire of Philadelphia has been called for March 12 to vote on a proposal to increase capital from \$2,500,000 to \$3,000,000 by a 20 percent stock dividend, and to reduce par value from \$25 to \$5 a share. Statement of the company, a member of the Home of New York fleet, shows as of Dec. 31, admitted assets \$22,629,020, surplus \$11,015,245, reserve for contingencies \$450,000, unearned premium reserve \$5,698,813, underwriting profit for the year \$455,000, net income from dividends and interest \$740,000 and depreciation of investments \$94,500.

### Columbian National

Final dissolution of the Columbian National Fire which was purchased by the Monarch Fire of Cleveland, is looked for soon. The new company has been admitted to practically all of the states where the Columbian National Fire has been operating and everything is in readiness for it to take over the agency plant of the Lansing company.

The circuit court at Lansing set Feb. 24 as the date for hearing on an order to show cause why the Columbian National Fire should not be dissolved. This action was taken on petition of a majority of the directors of the Lansing company, headed by President Ralph Rawlings.

### Liverpool & London & Globe

Examination of the United States branch of the Liverpool & London & Globe by New York, completed as of Dec. 31, 1928, and covering underwriting and financial operations for the five-year period ending then, shows admitted assets \$19,389,052 and liabilities \$13,569,988, of which reserve for unearned premiums is \$11,445,343. Net remit-



tances to the home office were \$4,885,710 in the period.

Earned premiums were \$59,776,076, incurred losses \$29,380,945, incurred underwriting expenses \$29,475,730 and agents' balances \$65,517. Gain from underwriting was \$853,883 in the period and gain from investments \$3,524,868, a total of \$4,398,751. Loss from miscellaneous items was \$4,999,281, leaving a decrease from underwriting and investments of \$620,529. The surplus on Dec. 31, 1922, was \$6,439,593 and on Dec. 31, 1928, \$5,819,063, so that net decrease in surplus was \$620,529.

### Many Notables Gather at Pittsburgh Club Meeting

PITTSBURGH, Jan. 22.—Cooperative supervision of all kinds of insurance, with constant vigilance to maintain a high standard of ethics, was declared essential by several distinguished speakers at the annual banquet of the Insurance Club of Pittsburgh Monday night. Several state insurance officials, company executives and representatives of agents attended.

"With every new invention comes a new form of insurance," declared Superintendent Albert C. Conway of New York. "The automobile brought one form, or several, and the airplane brings another. When the history of civilization is written, from now on, even if our other records are destroyed, we shall have left a written history of all our inventions and of our social and economic progress."

"Ethics in this business of insurance have undergone a great change during the past few years and always for the better," said Clyde B. Smith, president of the National Association of Insurance Agents, speaking on "Ethics and Cooperation." "Personally, I believe this is due very largely to the principle of cooperation as advanced by the National association, not only among agents themselves but between the agents on the one side and the companies or the insurance departments on the other."

The club was congratulated upon its notable record of service by Commissioner Matthew S. Taggart, by Mr. Smith and by W. G. Wilson, president of the National Association of Casualty & Surety Agents, who spoke on "Why Association Among Insurance Men?"

William A. Edgar, vice-president and agency director of the United States Fidelity & Guaranty, was toastmaster.

#### Large Attendance of Notables

Among the honor guests briefly introduced were Neal Bassett, president Firemen's of Newark; R. Hill Carruth, assistant to the president, American Bonding; E. E. Cole, Jr., vice-president National Union; Henry Collins, deputy manager Ocean Accident; G. P. Crawford, vice-president Glens Falls; R. S. Glass, vice-president Rochester American; Frank C. Hatfield, vice-president Phoenix of Hartford; Charles H. Holland, president Independence companies; W. F. Hoffrogge, vice-president New Amsterdam Casualty; Wade Hughes, vice-president Continental Casualty; J. J. Meador, vice-president and general manager United States Casualty; C. A. Nottingham, assistant manager Liverpool & London & Globe; Frederick Richardson, United States manager General Accident; H. G. Scott, vice-president Reliance Life; Tracy W. Smith, superintendent of agencies Travelers; F. P. Stanley, vice-president and general manager Glens Falls Indemnity; J. R. Stewart, secretary Aetna of Hartford; Homer W. Teamer, secretary-manager Insurance Federation of Pennsylvania; R. H. Thompson, vice-president Maryland Casualty; W. M. Tomlins, Jr., vice-president American Surety; Spencer Welton, vice-president Union Indemnity, and John G. Yost, assistant secretary Fidelity & Deposit and American Bonding.

### Pacific Fire Underwriters Meeting Program Announced

#### COMMISSIONERS TO ATTEND

Benton A. Sifford of Security Chairman of Banquet—President Anderson to Give Address

SAN FRANCISCO, Jan. 22.—The annual meeting of the Fire Underwriters Association of the Pacific will be held here Feb. 4-5. Thomas H. Anderson, Pacific Coast manager of the Liverpool & London & Globe, will deliver the annual address as president on the first day.

A. T. Bailey, Pacific Coast manager of the North British & Mercantile, will then discuss "The Young Man in the Business"; followed by a paper on "National Board of Fire Underwriters" prepared by W. E. Mallalieu, general manager of the organization, which is to be read by Chas. H. Lum, assistant general manager.

"Loss Management" will be discussed by Chester F. Barnard of the Pacific Coast Adjustment Bureau at San Francisco, and "The Altruistic Returns" by Cyrus K. Drew, editor of "The Insur-

ance Report" of Denver. "Simplified Rating—What Is It?" by J. K. Woolley, manager of the Washington Surveying & Rating Bureau of Seattle, will close the business sessions of the first day.

"The Value and Necessity of Knowing How" by J. H. Martin, superintendent of agencies of the National Liberty at San Francisco, will be the first paper on the program Feb. 5, followed by "A Country-wide View of Our Business" by Edward T. Cairns, vice-president Fireman's Fund. W. L. Braerton, president of Braerton-Simonton-Brown, general agents of Denver, will discuss "Legitimate General Agencies and Their Place in Business," as the closing paper of the morning session.

"Deviations, Their Causes and Effect" by A. V. Holman, special agent for the Continental at Seattle, opens the afternoon session, followed by "The Underwriters Salvage Company and Its Relationship to the Adjustment of Fire Losses" by G. F. Stratton, vice-president and general manager of the Underwriters Salvage Company, New York. The final paper will be presented by Bert W. Levitt, attorney of San Francisco, on "Involuntary Waiver of Policy Provisions."

The annual banquet of which Benton A. Sifford, Pacific Coast manager of the Security of New Haven, is to be chair-

### New Lineup for Sun in Mountain Field

Cobb, Miller & Stebbins of Denver have been appointed general agents of the Sun of London, Patriotic and Sun Underwriters for Colorado, Wyoming and New Mexico. The appointment was made by Western Manager John F. Stafford, who recently visited Denver. State Agent Clifford D. King, who has been representing the Sun group in the mountain field, is now associated as special agent for Cobb, Miller & Stebbins in Wyoming.

man will be held the evening of Feb. 5. For the first time in the history of the organization it is expected that commissioners of the eight Pacific Coast states will be in attendance, with Commissioner E. Forrest Mitchell of California as the principal speaker.

#### Norwich Union Conference

The Norwich Union Fire held a field conference in Chicago last week, United States Manager Hart Darlington and Western General Agent W. M. Frink being on to take part.

## Consolidated Offices Southwestern Adjustment Company and Wilson Adjustment Company CONSOLIDATED WITH SOUTHWESTERN ADJUSTMENT COMPANY EFFECTIVE FEBRUARY 1, 1930

E. C. COOPER, General Manager, Dallas, Texas  
J. B. HINES, Assistant General Manager, Houston, Texas  
F. E. HOLMES, Secretary, Dallas, Texas  
CHARLES F. WILSON, Supervising Manager, Mountain Department, Denver, Colo.

### 19 OFFICES—48 ADJUSTERS

An organization that has been carefully built up to render prompt and efficient service on all classes of losses, the only independent adjustment organization for the companies—furnishing general adjustment service by distribution of offices covering this territory.

#### TEXAS OFFICES

##### ARILENE, MIMS BUILDING

H. W. Weldon, Manager

Paul C. Howard, Adjuster

##### AMARILLO, OLIVER EAKLE BLDG.

A. M. Beville, Jr., Manager

J. M. Moore, Adjuster

L. C. Walker, Adjuster

##### BEAUMONT, SAN JACINTO LIFE BLDG.

Fred P. Cook, Manager

Weyman B. Dunlap, Adjuster

##### DALLAS, SANTA FE BLDG.

E. C. Cooper, General Manager

F. E. Holmes, Secretary and Manager

Zeb French, General Adjuster

C. E. Freberg, Automobile Adjuster

W. J. Lacy, Machinery & Railroad Adjuster

##### FT. SMITH, MERCHANTS NAT'L BANK BLDG.

Leon E. Wertz, Manager

Paul Nelson, Adjuster

##### DENVER, COLO.

Charles F. Wilson, Manager

Chas. F. Bailey, Adjuster

Joseph E. Greer, Adjuster

Fred S. Young, Adjuster

##### EL PASO, TWO REPUBLICS BLDG.

Kenneth L. McDonald, Adjuster

##### FORT WORTH, FORT WORTH NAT'L BANK BLDG.

Alden S. Young, Manager

R. N. Grammer, Adjuster

##### HARLINGEN, BAXTER BUILDING

Clifford H. Purdy, Manager

##### HOUSTON, SECOND NAT'L BANK BLDG.

J. B. Hines, Assistant General Manager

P. S. Rothchild, Adjuster

R. E. Fones, Adjuster

S. S. Flock, Adjuster

J. G. McAdoo, Adjuster

##### LUBBOCK, TEMPLE-ELLIS BLDG.

Rufus Scarbrough, Manager

W. M. O'Brien, Adjuster

#### ARKANSAS OFFICES

##### LITTLE ROCK, HALL BLDG.

L. V. Martin, State Manager

R. B. Bentley, Adjuster

Thos. O. Morris, Casualty Adjuster

Frank Nunnally, Adjuster

#### MOUNTAIN DEPARTMENT

##### CHARLES F. WILSON

Supervising Manager

General Office, Denver, Colorado

Gas & Electric Building

##### SAN ANTONIO, GIBBS BLDG.

Walter T. Gallaway, Manager

R. R. Deen, Adjuster

E. B. Porter, Adjuster

S. C. Gardner, Adjuster

##### TYLER, CITIZENS NAT'L BANK BLDG.

C. L. Burns, Manager

##### TEXARKANA, TEXARKANA NAT'L BANK BLDG.

W. A. Drum, Manager

##### WACO, FIRST STATE BANK BLDG.

W. M. Reinhardt, Manager

J. E. Wade, Adjuster

##### WICHITA FALLS, PERKINS-SNYDER BLDG.

R. R. Moore, Manager

D. M. Showen, Adjuster

F. M. Townes, Adjuster

##### JONESBORO, BANK OF JONESBORO BLDG.

J. E. Ray, Manager

##### TEXARKANA, TEXARKANA NAT'L BANK BLDG.

W. A. Drum, Manager

##### EL PASO, TEXAS, TWO REPUBLICS BLDG.

Kenneth L. McDonald, Adjuster

##### ALBUQUERQUE, NEW MEXICO, FIRST NAT'L BANK BLDG.

Geo. A. Olson, Manager

## Southwestern Adjustment Company

TEXAS—ARKANSAS—COLORADO  
WYOMING—NEW MEXICO—CENTRAL AMERICA  
MEXICO AND THE WEST INDIES



## AS SEEN FROM CHICAGO

### EXAMINERS TO MEET

The Chicago Examiners Association meets at the Fort Dearborn hotel, Jan. 23. The speaker will be Leroy Listug, who has been vice-president and treasurer of the General Airplanes Corporation. He will speak on the "Aviation Industries' Viewpoint on Insurance."

### STRUCKMAN'S NEW OFFICE

George R. Struckman has opened his new office in A-1911 Insurance Exchange, Chicago. He is a class 1 member of the Chicago Board, representing the Dixie Fire, Baltimore American, National Security Fire and Alliance Casualty. Mr. Struckman was connected with Engelhard, Krogman & Co. for three years as special agent and also

built up his own business at the same time. He then formed a partnership with C. A. Henninger under the firm name of Henninger & Struckman. Mr. Struckman was connected with the National Liberty for 20 years, the last 10 of which he was Cook county special agent.

### C. N. COMEGYS ADVANCED

Clarence N. Comegys has been appointed assistant general manager of the Oil Insurance Association. For several years Mr. Comegys has served as first lieutenant to General Manager H. M. Carmichael. Mr. Comegys has been with the Oil Insurance Association since 1920. He originally traveled in Oklahoma for the association, was subse-

quently made manager of its Tulsa, Okla., branch office and was then called to the headquarters in Chicago. Prior to joining the Oil Association Mr. Comegys had experience as a local agent and with the Oklahoma Inspection Bureau. His appointment was made at the meeting of the Oil Insurance Association's directors held last week.

### HARNED IN NEW OFFICE

P. L. Harned, who recently moved into his new offices at A-1020 Insurance Exchange, was unfortunately given an incorrect listing in the new edition of the Insurance Telephone Directory of Chicago just issued. Mr. Harned has been and is still operating as a general contractor and not an independent adjuster as shown in the new edition.

### MCCOY WILL SPEAK

A dinner will be given by the Illinois Blue Goose in Chicago Jan. 24 in honor of David L. McCoy, most loyal grand gander. He will be in Chicago that week attending the annual field conference of the North America of which he is South Dakota state agent with headquarters at Sioux Falls. C. M. Cartwright of THE NATIONAL UNDERWRITER will preside as toastmaster. It is expected that a number of other North America field men who will be in Chicago for their field rally will attend.

### FIELD CONFERENCE HELD

The annual field conference of the field men attached to the western department of the Providence-Washington and Virginia Fire & Marine was held in Chicago last week. Western manager J. R. Cashel presided at the business sessions.

### ROTHERMEL OPENS OFFICE

William H. Rothermel, Jr., who has been connected with Wagner & Glidden, is reopening his own loss adjustment offices in A-1010 Insurance Exchange, Chicago. He has been engaged in loss work for the last 15 years and is regarded as a very competent man.

### WILL MEET IN WASHINGTON

It has been decided to hold the annual meeting of the Western Underwriters Association at the Washington hotel, Washington, D. C., April 9-10. A meeting of the governing committee was held last week at which the new members were present.

### DOMKE APPOINTED BY BROKERS

David R. Domke, claims attorney for the New York Indemnity for the past year and before that with the Central West Casualty and other companies for two years, has been appointed executive secretary and counsel of the Chicago Brokers Association with offices in 1564 Insurance Exchange. The announcement was made at a meeting Friday. Mr. Domke will develop a highly organized service for brokers which will include many features. His office will be the official headquarters of the brokers association and he will devote half his time to their interests. Mr. Domke will maintain a general information service and reference library, give legal claim service to members on the basis of 15 percent fee for settled cases and 25 percent for court cases, will list delinquent members, and represent the brokers in cases of companies which consistently fail to pay claims.

Mr. Domke does not replace G. S. Nolan, the brokers' official secretary, nor the association's general counsel.

### AGENCY MAKES CHANGE

A news item in THE NATIONAL UNDERWRITER recently stated that L. H. Waidner & Co., general agency in the Insurance Exchange, was giving up the Franklin National Fire and taking on the National of Hartford, when of course what was meant was that the firm of Waidner, Power, Zweig & Lasch was making this change. This agency was launched near the end of December and has the fire and mis-

cellaneous cover of the office. L. H. Waidner & Co. is a casualty general agency, operated personally by Mr. Waidner.

### CLAIMANTS GET 5 PERCENT

Creditors of the American General of Chicago, which was ordered into liquidation through the Illinois insurance department some years ago, have received a dividend of 5 percent on their claims. The remaining assets of the company consist of a small amount of cash, a block of stock of exceedingly doubtful value on which no market has been found, and numerous stock subscription notes which are considered valueless. The Illinois department in sending out the 5 percent dividend through the liquidation office, indicates that there is very little hope of a further distribution in any considerable amount.

### CLIBBORN IS PROMOTED

Oliver A. Clibborn, for four years Cook county special agent of the Travelers Fire at Chicago, has been promoted to assistant manager under A. M. Raymond, Cook county manager. Mr. Clibborn has had several years office and field experience in Cook county. He will continue supervision of the county field work, with E. Gordon Linke as special agent.

### AMERICA FORE HOLDS MEETINGS

Three two-day conferences of the America Fore's western department are being held, in charge of E. A. Henne, vice-president and executive officer, and J. R. Wilbur, vice-president. Some 100 field men are in attendance. W. F. Dooley, vice-president; Vincent Gallagher, secretary, and Demont Belcher, manager of the general cover department, all of the home office in New York, are in attendance.

### YORKSHIRE HOLDS FIELD MEETING

Western field men of the Yorkshire and its associated companies are holding their annual roundup in Chicago, Assistant United States Manager Frank B. Martin, Agency Superintendent Stewart H. Davey and Assistant Secretary A. O. Robinson of the Yorkshire Indemnity being on hand from New York City. Following the conclusion of the sessions Mr. Martin plans to return to headquarters, while Mr. Davey and Mr. Robinson will spend some days visiting agents in the central west.

### STOCK MARKET COMMENT

"Insurance stock market continues to show the lack of activity that has characterized it and the general market for some time," according to Mitchell, Hutchins & Co., Chicago investment house. "The annual statements that have been made public show mixed results. Franklin Fire reports a net loss on investments of \$94,500 or less than .5 percent of invested funds due to write off. Against this, including 40 percent increase in unearned premiums, was \$884,700 underwriting profit and net interest and rents received of \$739,789. This company plans a 20 percent stock dividend.

"The Home of New York reports satisfactory results with a loss of \$19,000 in investment account or less than 1 cent per share. The North America reports a loss of \$10,000 or 1 cent per share, while the City of New York showed an investment profit of about 6 cents per share. These companies seemed to have weathered the storm in excellent shape. The United States Fidelity & Guaranty report is not as satisfactory, showing a depreciation in stock and bond account of \$824,533. Of course, it must be borne in mind that this loss is a result of a write-down to market and a recovery in the bond market will correct it. Consideration should be given to the fact that a restoration of public confidence in the general market will have an immediate effect on the portfolio values of the insurance companies and for permanent investment the present level of the lead-

## "Let Tomorrow Come"---

Let tomorrow come, bringing any damages it may to your client's property. You will not worry because you know his property has *just* the right amount of insurance covering it. You know an appraisal has been made and kept up to date by The Lloyd-Thomas Company and shows the worth of the property.

You know there exists a detailed list of property assets, correctly classified and located, and accurately valued. You know adjusters will be able to begin work at once and rapidly reach a satisfactory settlement.

You have so much assurance when you know your client's property is adequately protected that it is foolish not to insist upon a Lloyd-Thomas appraisal for all your clients.

"WHAT IS AN APPRAISAL?—It is a complete classified inventory of insurable property (except stock, merchandise and raw materials). Each item of property is valued at today's cost to replace new. The amount of accrued depreciation is determined and the sound insurable value is given.

"ITS ADVANTAGES—1st—It discovers insurable values that have long been written off the books through unscientific depreciation—2nd—It gives the agent, the assured, and the companies value facts of property. 3rd—It makes for adequate insurance protection, for in nearly every instance it calls for additional insurance."

## The Lloyd-Thomas Co.

RECOGNIZED AUTHORITIES ON PHYSICAL VALUES.

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Atlanta  
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Indianapolis  
Memphis  
Kansas City  
Des Moines  
London

ing insurance stocks, a great many of which are selling at prices close to the liquidating value, offers what appear to be very advantageous opportunities for purchase."

#### BROKERS WIN LICENSE CASE

Temporary victory for Chicago brokers in contesting the \$25 annual city license fee which they have litigated for six years has been won through the Arthur C. Boule case which originally was lost in the municipal court. The appellate court has rendered a decision that there was nothing in the city ordinance upon which the corporation counsel based his case other than a definition of the duties and functions of insurance brokers; that there was no provision in this act that could be violated, and therefore no violation. Boule was committed to the house of correction by the municipal court upon his failure to pay the fee, and the ordinance was cited as authority for this penalty. The brokers have successfully staved off paying the fee for more than two years. It is certain that they will not continue this jockeying indefinitely, but again will go before the legislature to seek a state brokers' licensing law which would supersede any claims of the city. A bill to this effect has been defeated three times, but the brokers are still hopeful of having it passed. Mr. Boule, of the Critchell, Miller, Whitney & Barbour office submitted himself to test the validity of the ordinance. The brokers' will refuse to pay the 1930 fee, as well.

#### BROKERS REPORT ON ARBITRATION

Difficulties which arose between the Insurance Brokers Association and the Chicago Board over the questionnaire and "pledge" recently mailed all brokers on renewals are in a fair way to be patched up, it was reported at the association's meeting Friday. President Florian D. Wallace counseled the brokers not to sign and return any other form than No. S-212-R, Feb. 29, revised. He said the "pledge" form requires brokers to meet an impossible condition, in that over their signature they must promise not to place business outside the offices in which they have space, but often facilities are lacking. The particular provision objected to is that regarding office space. If the

brokers should sign the pledge it would bind them to abide by existing rules or any others adopted by the board during the year, it is said, and the brokers fear a move to charge rental for their office space, or even, in case of difficulties, to make it impossible for them to find space elsewhere. Mr. Wallace said the brokers so far have acceded only to the commission agreement and never have acknowledged the claim of the Chicago Board that brokers as members of the board are subject to new rules without notice and are amenable to the board.

The western department of the **Fireman's Fund** in charge of Manager S. M. Buck adopted the plan of having field men come in two shifts this year. The first contingent arrived last week and the next is in Chicago this week.

**W. E. Spangenberg** of Waldner, Power, Zweig & Lasch of Chicago leaves Feb. 15 for a Mediterranean cruise and will spend a few weeks in England before returning. Mrs. Spangenberg will make the journey with him.

**George H. Lauer**, well known Chicago broker, has been elected secretary of the Coliseum Building Corporation of his city.

**George Herrmann**, well known Chicago agent, has been elected a director of the Stony Island State Bank in his city.

#### Two Important Adjusting Companies Effect Merger

Announcement is made by E. C. Cooper, general manager of the Southwestern Adjustment Company, with headquarters in Dallas, Tex., and Charles F. Wilson, owner and manager of the Wilson Adjustment Company of Denver, Colo., that arrangements have been completed under which the Wilson Adjustment Company and the Southwestern Adjustment Company will consolidate Feb. 1. The territory now served by the Wilson Adjustment Company, Colorado, Wyoming, New Mexico and west Texas, with offices at Denver, Albuquerque, N. M., and El Paso, Tex., will become the mountain department of the Southwestern Adjustment Company. Mr. Wilson will be supervising manager of the mountain department with headquarters at Denver. The consolidation brings into the Southwestern Adjustment Company, in addition to Mr. Wilson, five other experienced adjusters, Charles L. Bailey, Joseph E. Greer and Fred S. Young, who will be located in the Denver office; George A. Olson, who will have charge of the Albuquerque office, and Kenneth L. McDonald, who will be connected with the El Paso office. Another strong adjuster is to be immediately added to the El Paso office.

The Wilson Adjustment Company was established in 1906 and has been in continuous operation for 23 years. It is an organization of high standing and reputation. In addition to the losses handled in its regular territory, Mr. Wilson has personally handled many large and important losses for the companies throughout the Pacific northwest, in the Dominion of Canada and in Mexico.

The Southwestern Adjustment Company was organized Jan. 1, 1910, with headquarters in Dallas. In addition to the service it has rendered through its 16 offices in the southwest, the organization has also handled a large adjustment business for the companies in Mexico, Guatemala, Spanish Honduras, Costa Rica, San Salvador, Nicaragua, Cuba and Porto Rico. E. C. Cooper is general manager of the organization; J. B. Hines, assistant general manager, and F. E. Holmes, secretary.

#### Funkhouser to Have Agency

The general agency firm of Funkhouser & Roberts at Olney, Ill., has been dissolved. Mr. Funkhouser will hereafter conduct the business alone and will remove his headquarters from Olney to Springfield.



#### COVERAGES EFFECTED

FIRE,  
AUTOMOBILE,  
TORNADO,  
RENTS,  
LEASEHOLD,  
EXPLOSION,  
RIOT and CIVIL  
COMMOTION,  
PROFITS AND  
COMMISSION,  
USE & OCCUPANCY

#### AUTOMOBILE COVERAGE

#### Age - - The World's Hallmark of Leadership

The world is inspired by valour, ability, achievement. It appreciates men and institutions of great promise. But inevitably it asks the question: How old is this man; how long has this institution been in business? Age is the connotation of experience; of deep waters successfully passed through; of hazards encountered and overcome; of wisdom, soundness, conservatism, of tolerance and consideration. Two and one-fifth centuries have gone into history since the establishment of the Sun . . . a record with which every Patriotic agent may arm himself in his daily new-business contacts!

"Back of the Patriotic is the Sun"

## PATRIOTIC INSURANCE COMPANY of AMERICA

HEAD OFFICE  
55 FIFTH AVENUE, NEW YORK

OSWALD TREGASKIS, President

WESTERN DEPARTMENT  
WRIGLEY BLDG., CHICAGO  
JOHN F. STAFFORD, Manager

PACIFIC DEPARTMENT  
SAN FRANCISCO  
C. A. HENRY, General Agent

**CINCINNATI'S FINEST**

**ONE of the Nation's outstanding hotels embodying every modern convenience that so attracts travelers throughout the world.**

**Rates: \$3.00 and Up**

**JOHN L. HORGAN**  
Managing Director

**Hotel Sinton**  
CINCINNATI



## Re-Insurance Corporation of America

### Treaty and Facultative Fire Reinsurance

Total Assets Jan. 1st, 1929, \$2,154,292.71

Horace R. Wemple, *President*  
60 John St., New York

#### FACULTATIVE OFFICES

CHICAGO OFFICE      ATLANTA OFFICE      SAN FRANCISCO OFFICE  
172 W. Jackson Blvd.      Hurt Bldg.      114 Sansome Street



## A Check on the Man with the Oil Can

The overalled man with an oil can is a good friend of the insurance business. For he is fighting wear, keeping down depreciation, keeping property values up, helping to maintain volume in the insurance business.

But many times, the boss ignores the result of his efforts, and treats depreciation as an accounting shuttlecock rather than as an actual measure of the dollars and cents wear of property.

When management does this, the insurance man does well to suggest a check. That check can well be an American Appraisal to determine property values in accordance with a detailed investigation of property.

### THE AMERICAN APPRAISAL COMPANY

New York      Chicago      Milwaukee  
and Principal Cities

A NATIONAL ORGANIZATION

## VIEWED FROM NEW YORK

By GEORGE A. WATSON

#### COLUMBIA UNIVERSITY COURSE

Attendants at the two fire insurance courses conducted by Columbia University, which it was first planned would be restricted to designated employees of companies, will in addition be open to a limited number of independent students. One of the courses, directed by J. D. Erskine, assistant manager of the Eastern Underwriters Association, deals with building construction, methods of fire prevention and protection, and the different types of occupancy hazards. The other course covers the "theory and practice of rate-making, the relation of rates to the standard policy, the form, clauses, coinsurance and the legal aspect of the rate." This course is in charge of E. R. Hardy, assistant manager of the New York Fire Insurance Exchange.

#### POLICY REFORMATION UPHELD

Judgment rendered against the American of Newark in the case of Louis Castellano, trustee in bankruptcy of Hoffer & Rosenstein, a case hotly contested through several courts on petition to reform a policy, has been unanimously affirmed by the court of appeals of New York. The policy, after a loss, was found to cover the brick building in which Hoffer & Rosenstein was housed, and not their stock and fixtures as they and their broker testified had been the intention. Specific cover on stock and fixtures previously had been carried, and upon renewal the broker telephoned the American's agent asking that it be written in blanket form, which he said the agent agreed to do. The first occurred six months later. Hoffer & Rosenstein testified they had no interest in the building. The American refused to reform the policy, suit was brought and the case was tried twice in the appellate division. The first decision was in favor of the company, but on appeal judgment was reversed. The second trial resulted in directed judgment for the company, and again decision was reversed on appeal, the justices this time granting final judgment in favor of the trustee.

#### CENTRAL BUREAU REPORTS

The Central Bureau is not expecting a serious increase in uncollectible premiums as a result of the stock market collapse. The report on the outstanding earned premiums for August has been issued and shows 7,200 items reported unpaid representing premiums of \$32,497. This is a decrease of 370 items and \$1,450 in premiums, as compared with August, 1928, figures. The casualty companies reported 3,978 items outstanding for the month, representing \$82,932 premiums. This is a decrease of 1,183 items and \$29,832 in premiums.

#### NEW FORM NOW REQUIRED

On and after Feb. 1 use of the new policy designated as Form D will be mandatory on all company members of the Sprinkler Leakage Conference. Under its terms use and occupancy profits, rents and leasehold interest forms may be attached to the contract. Additional changes grant coverages heretofore exempt, while conditions in the contract previously open to various interpretations have been clarified so that no doubt as to their meaning should remain.

#### SUBURBAN FIELD DIVIDED

Due to the growth in business of the American group in New York suburban territory, it finds it necessary to divide that field. Frank N. Smith, who has been handling the territory for nine years, will now confine his operations to the counties of Bronx, Westchester, Putnam, Rockland and Richmond. He will also have supervision over business in the Borough of Brooklyn. His address is P. O. Box 608, White Plains, N. Y.

Percival Bridson, who formerly cov-

ered this territory with Mr. Smith, and who far the past seven months was located in eastern New York, has returned to handle the counties of Queens, Nassau and Suffolk. His address will be 311 Stuart building, Jamaica, N. Y.

#### NEW YORK POND MEETS

Not the least enjoyable of the dinner gatherings of the New York City pond of the Blue Goose was that held at Newark Athletic Club Monday evening. The attendance was exceptional, the entertainment pleasing and the meal fully up to the standard for which the club is famous.

#### INSURANCE SOCIETY MEETS MAY 27

Lyman Candee, vice-president of the Globe & Rutgers, is chairman of the committee to present nominations for officers of the Insurance Society of New York, the annual meeting of which will be held May 27.

#### LIBEL SUIT AGAINST BEHA

Claiming that as a result of a letter written by James A. Beha, chairman of the International Germanic Trust Company of New York, he was forced to resign the presidency of the Bank Exposition, Ltd., which he organized, J. Maxwell Gordon of Mount Vernon has instituted suit for \$1,000,000 against Mr. Beha and the other directors of the trust corporation, alleging libel. Through counsel the defendants deny that any such letter as is charged was ever written. Mr. Beha is a former superintendent of insurance of New York.

#### PROPOSE CODE FOR APARTMENTS

Corporation Counsel J. W. Hilly of New York now has before him for inclusion in a measure to be submitted to the state legislature, a series of regulations designed to reduce fire and accident hazards in New York City apartment houses. Among the proposed changes are those requiring fireproof enclosures for boiler rooms and prohibiting existence of a frame building on the same lot with a dwelling hereafter converted into an apartment house. Landlords of such buildings would be

#### WANTED—MINNESOTA

State or General Agency for one or more fire companies. Have valuable agency following created by years of hard work in the business. Immediate results would be the reward to the company engaging my services. Address O-54, The National Underwriter.

#### FIELD ADJUSTER

Field Adjuster wanted, by full coverage automobile company to travel in Wisconsin. Address O-56, The National Underwriter.

#### WANTED

Stock Company writing Automobile Insurance wishes an agency connection in Chicago. Address all information to O-55, The National Underwriter.

#### Wanted:

Manager for Fire Insurance Department of General Agency at Indianapolis. Prefer man with Home Office and Local Agency experience. Address O-59, The National Underwriter.

#### Open for Special Agents Position

Man 33 conducting local agency at present time in Eastern city desires to make a connection as Special Agent in Middle Western territory. Has A.B. degree and legal education. Address O-41, The National Underwriter.



compelled to maintain water supply on every floor. Various other safety requirements have been proposed, some of which may be approved by the special committee to which they were referred for study.

\* \* \*

#### SUMMER HOTEL FIRES

Serious fires in summer hotels have occurred at Allenhurst, Asbury Park, Long Branch and Monmouth Beach, N. J., within the past six weeks, incendiarism being suspected in one case. With hardly an exception the North Jersey coast hotels enjoyed a profitable season in 1929, though the majority were forced to use the profits to liquidate notes given bankers the three preceding years, which were lean ones for the resorts. While it is still too early to anticipate patronage for next summer, hotel men generally are optimistic, feeling that the season will be as successful as was that of last year.

#### Will Meet in South Bend

The executive committee of the Indiana Association of Insurance Agents met in Indianapolis this week and decided to hold the 1930 annual meeting at South Bend. The date has not been determined.

#### Des Moines' New Hotel

### THE KIRKWOOD

Tangney-McGinn Hotels Co.



Corner Walnut and Fourth Streets

300 Rooms Good Restaurant

DES MOINES, IOWA

Open May 1930

### Bus Insurance --

**E**XCLUSIVE AGENCY for all states west and south of the Allegheny Mountains — Thirty-six States — Stock Company over \$2,500,000 capital and surplus. Write us for allotment of territory.

**B. K. ELGIN, Incorporated**  
520 Illinois Bldg., Indianapolis, Ind.

### Agents of Ohio Farmers Gather for Annual Meeting

#### PRESIDENT HAWLEY SPEAKS

#### Membership in Bureau Will Be Retained

—C. R. Hebble, "F. C. & S. Bulletins" Editor, Conducts Discussion

The 39th annual meeting of the Ohio Farmers Agents' Association was held at the home office of the Ohio Farmers at Leroy, last week with about 150 agents, mostly from Ohio and Indiana, in attendance.

In his annual message President F. H. Hawley reported a satisfactory year. He told his agents that the Ohio Farmers would remain a member of the Bureau and was convinced that such retention of membership would be to the best interest of all. The company sold securities at a substantial profit in September and at the close of the year the current value of the securities then held was in excess of what they had cost.

A. I. Vorys, director of the company and former insurance commissioner of Ohio, presented the Ivy Trophy to the southeastern district of Ohio, the competition for this trophy being based upon volume of business and loss experience.

Serious consideration was given to means of increasing business of agents. C. R. Hebble, editor of the "Fire, Casualty and Surety Bulletins," published by THE NATIONAL UNDERWRITER, led the discussion which involved the sale and underwriting of fire side lines and automobile public liability and property damage insurance.

Sectional discussions were led by Carl F. Duerr, president of the agents' association, Thomas E. Wodd and A. A. Hammersmith.

### Act to Foster Motor Annexes

(CONTINUED FROM PAGE 4)

it will receive hearty response throughout the country by all interested."

It is believed the National Automobile Club would be the logical entering wedge as it already has a large membership functioning smoothly. Mr. Eddy points out that if the new automobile conference absorbs the Pacific Coast conference, the National club must be recognized in any event, as it is fostered by the western organization. He reports that the California club has been financed to the extent of more than \$1,000,000. It has some 60,000 members and the secretary reports 70 percent renewal of membership.

#### Club Functioning Smoothly

For several local reasons the California club has not operated at a profit in the past, it is said, but now is on its feet. Mr. Eddy reports that the service contemplated would not cost much more than \$3 per car-year, according to experience obtained from a large number of motor service clubs. It was the consensus of opinion in the association that a membership fee of as low as \$5 would permit giving all the service in addition to bail bonds.

The other members of the brokers' committee are S. L. Dickinson, Continental Casualty; W. R. Reynolds, Insurance Exchange; L. B. Vastine, Moore, Case, Lyman & Hubbard, and Collins Tenant, Travelers.

#### Goes with Detroit Firm

Gillespie & Suliburk of Detroit have appointed John M. Flesche as manager of their marine department. Since 1924 he has been connected with F. C. Carr & Co. in a similar capacity in New York. He has been connected with other underwriting offices in that city. At one time he was New York office manager for Marsh & McLennan.

Established 1819

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of Paris, France



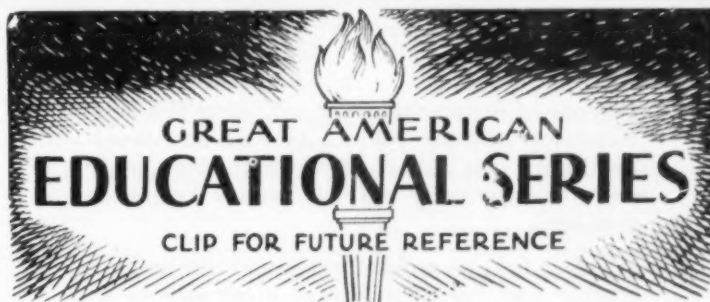
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### WHAT IS THE LIABILITY OF A FIDUCIARY FOR ACCIDENTS OCCURRING ON PROPERTY ADMINISTERED BY HIM?

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**FIRE - AUTOMOBILE - WINDSTORM  
BUSINESS INTERRUPTION INDEMNITY**

## Fighting Spirit Is Needed Now

(CONTINUED FROM PAGE 5)

tion in the farm field is quite new, but it has been taught and agitated in the towns and cities for years. The fact that efforts in this direction have been doubled gives evidence of the faith of the companies in the enterprise. The publicity which we are giving to farm fire prevention and that which is freely given by the press and the United States Department of Agriculture is attracting attention and is certain to lead eventually to an improvement of physical features of farm risks and the better house-keeping in the interests of safety.

### Needs Substantial Encouragement

"If, as we are continuously holding out, certain features of construction actually prevent fires on farms, then these features should be encouraged in a more substantial way than through sentimental appeal alone.

"We are going to have to work around toward this point of view if we expect to continue to appear consistent in the eyes of the public. I have seen it over and over again that agricultural leaders who might be expected to have other leanings show marked favor to the stock companies mainly because of our work in behalf of conservation through the Underwriters Laboratories, our trained inspectors and our fire prevention publicity.

"It is not likely to mean a reduction of premium income, at least until a radical betterment in conditions is reflected in our loss ratios. Instead of a reduction it would mean a readjustment through which premiums are collected in proportion to the merit or demerit of the risk assumed.

### Touches on Schedule Rating

"We have sometimes expressed a wholesome fear of anything which bears a resemblance to schedule rating as applied to farm property. It is obvious that a rate schedule could never be used on farm property in the same way as it is applied to towns and states. But I think I see us being swept along in the farm field toward a simple form which will recognize at least a few of the most common safety features and will penalize a few outstanding defects in the farm risk.

"Those of us in the farm business who have been scurrying hither and yon over the shell holes of no man's land during the last nine years in defense of a red-hot front, will have difficulty in tuning our ears to any scheme which suggests a reduction in rate. We feel rather that a sympathetic world should insist on paying us a 10 percent surcharge for the next 50 years. But when we turn our eyes to the future with the belief that we are again in sight of a profitable era in farm underwriting, should we not be willing so far as is practical to approve a simplified adaptation of this principle with the assurance that it will strengthen our case at the bar of public opinion in the days to come?

### More Aggressive Sales Plan

"In looking about us for ways and means of stiffening our front I think I see that we have imperative need in our business today for greater militancy and aggressiveness in our selling organization. When we survey the local agency field we find altogether too few of the old type of persistent and effective house to house solicitors. This association has devoted its attention thus far to regulation and supervision to meet what was next to an emergency in the farm business. Much has been done which was within reach of corrective measures. Now with practical completion of rate adjustment, revision of forms and rules of practice upon a basis of greater equity than before, it is my opinion that we must next find a way to put new power and vitality into the productive end of our business, not for volume alone, but for volume of quality, which after all

## Rochester Agents Use Radio for Advertising

Rochester, N. Y., agents are using radio broadcasting as a modern, effective method of advertising the merits of stock insurance. Programs over one station on alternate mornings for three days each week and programs over the other station on the other three weekdays reach all types of buyers.

Talks about the new financial responsibility law, insurance news and appropriate skits are used, all ending with strong emphasis upon the desirability of dealing only with members of the Rochester Casualty Insurance Club or the Underwriters Board (lists were published in local papers and furnished to the broadcast stations) "who will offer you only sound, reliable, non-assessment stock company policies."

The danger of the so-called "dividend" became so well advertised that one stock company representative had difficulty in persuading one of his policyholders to accept the 10 percent merit rating credit on his automobile.

At present the idea continues with a variation in the form of a skit entitled "Hal and Cal, the Underwriter Twins." The broadcasting is scheduled for 25 consecutive weeks.

means life and without which our efforts are in vain.

"Local agents are I believe more than ever disposed to do by their companies as they wish to be done by. If this is true we surely owe it to our business to equip this splendid army of local agents with weapons of warfare designed to hold in check the competitive forces which assail them. Our organization needs to show a determined fighting spirit at the top."

Mr. Goss was reelected president for his second term. E. T. Tanner, assistant manager of the Security of New Haven, was elected vice-president and Charles F. Thomas reelected secretary-treasurer. Four members of the managing committee whose terms expire have been re-appointed by President Goss. These are F. S. Dauwalter, Liverpool & London & Globe; A. G. Dugan, Hartford; C. N. Gorham, American of Newark, and J. W. Gregory, Crum & Forster.

## Wonderful Work Done in Cutting City's Fire Loss

(CONTINUED FROM PAGE 5)

nor allow good work already done to lose its effectiveness. Plans are now under way to repeat the intensified year-round campaign which was inaugurated in 1924.

### Fire Losses by Years

The record of Grand Rapids fire losses by years is as follows:

Year	Total Fire Losses	Average Per Capita
1919	\$ 757,601.87	.....
1920	218,735.62	.....
1921	545,396.29	.....
1922	677,908.77	.....
1923	1,172,676.76	149.912
1924	1,077,031.82	156.893
1925	815,888.78	161.705
1926	312,825.49	166.250
1927	290,830.54	172.585
1928	348,891.21	178.235
*1929	187,310.58	183.053

\*Corrected fire loss.

### Coast Loss Carried in London

PORTLAND, ORE., Jan. 22.—Insurance on the hull of the steam schooner "Skagway," ashore and a total loss near Cape Flattery, was carried in the London market. The ship was valued at \$100,000 and carried \$20,000 on disbursements. The hull had been insured for \$50,000 on the coast until April, 1929, when the business went to London. The ship was built in Seattle in 1908 and was owned by G. H. Walker Lumber Company of Los Angeles.

The Hoyt W. Gale Company of Cleveland has been appointed agent for the Philadelphia Fire & Marine.



## Much Activity in Central West

(CONTINUED FROM PAGE 3)

most desirable agents in the smaller and medium sized towns, it is pointed out that the Western Insurance Bureau companies were in a very large number of agencies. For illustration, where the Union companies have been lodged for the most part in, say three agencies in a town, the Western Insurance Bureau might have had a half a dozen or more agencies in the same community. Their agencies have not been as large or have not produced as much business in many cases, but they have been important.

### Some Offices Are Undecided

Most agencies of this character are representing non-affiliated as well as Bureau companies. Many of them have not decided what they are going to do regarding their future representation. Very few of them have as yet made any move to give up their non-affiliated companies and probably will not do so before March 1. It is evident that the real work of separation is not going to be done until after March 1, when the Union and retiring Bureau field men can join forces as representatives of Western Underwriters Association companies and can proceed seriously with the work of separation. The agents who have been representing both Bureau and non-affiliated companies are showing no disposition to make any change until they have to. As yet there has been very little cooperation between the Union and the Bureau in the handling of such agencies. Until real cooperation is possible, probably the work of clearing agencies of this character will not be carried forward with very much vigor.

### Much Agency Visiting

There is a good deal of scrambling about at this time and much agency visiting on the part of field men. The change, of course, opens up vast possibilities to the companies which have retired from the Bureau and joined the W. U. A. in that it throws open all of the so called clear Union agencies to them. Field men are having to watch every angle of the situation closely. There is no question but that there will be a massed drive after March 1 on the offices representing non-affiliated and newly appointed W. U. A. companies but it is also clear that the non-affiliated forces do not intend to be idle. Field men of the non-affiliated companies have already held one meeting in Chicago and are alive to the situation.

## INSURANCE STOCK QUOTATIONS

By Charles Sincere &amp; Co., 231 So. La Salle Street, Chicago

	Par	Bid	Asked	Divd.		Par	Bid	Asked	Divd.
Aetna Cas. ....	100	154	157	\$12.00	Hartford .....	100	66	67	20.00
Aetna Fire .....	100	585	595	20.00	Htd. St. Boiler...	100	580	600	*16.00
Aetna Life .....	100	92	92	12.00	Home .....	100	44½	45	20.00
Amer. Alliance...	10	30	33	...	Homestead .....	10	20	24	1.00
Amer. Equitable...	5	24	28	1.50	Import. & Exp....	25	52	56	4.00
Amer. (Newark)...	5	26	22	1.00	Independ. Indem..	10	14	18	...
Amer. Reserve...	10	57	62	4.00	Ins. of N. Amer..	10	73	75	*2.00
Automobile .....	100	40½	42	8.00	Maryland Cas....	25	88	91	*4.50
Baltimore Amer..	5	25	26	*.60	Metropolitan F... 10	9	11	1.00	
Bankers & Ship..	25	110	125	...	National Cas....	10	21	24	1.20
Boston .....	100	640	670	16%	National Fire....	100	66½	69	*20.00
Brooklyn .....	5	19	22	...	Nat'l Liberty....	5	16	17½	*.50
Camden .....	5	22	23	.80	National Union...	100	235	245	12.00
Carolina .....	10	25	31	1.40	New Amsterdam..	10	38	42	2.80
Chicago F. & M..	10	22½	25	...	New Brunswick...	10	28	31	1.20
City of N. Y....	100	540	570	16.00	N. W. National...	25	112	121	.5%
Contin. Assur... 10	69½	73	1.00	Pacific Fire....	25	120	124	*2.50	
Continental Cas..	10	39	41	1.60	Peoples Natl....	5	17	19	*.50
Continental .....	10	62½	63	2.00	Phoenix .....	100	74	75½	20.00
Fid. & Deposit...	50	170	180	*7.00	Presid. F. & M... 25	42	46	...	
Fid. Phenix....	10	70½	72½	2.00	Provid. Wash....	100	605	620	*16.00
Firemen's Fund..	25	98	101	5.00	St. Paul F. & M.. 25	200	210	4.00	
Firemen's, N. J..	10	32	33½	2.20	Southern Surety..	10	25	27	1.60
Franklin .....	25	187	192	8.00	Springfield .....	25	155	160	4.00
Glens Falls .....	10	55	59	*1.60	Standard Fed....	10	8	11	...
Globe & Rutgers	100	940	965	...	Stuyvesant .....	100	50	60	6.00
Gt. Amer. Indem..	10	42	45	...	Travelers .....	100	1430	1445	*16.00
Great American..	10	32½	34½	1.60	U. S. F. & G....	10	44	47	2.00
Great Lakes....	10	11	...	1.00	U. S. Fire .....	10	62	66	2.40
Halifax .....	10	26	27	1.00	Westchester .....	10	52½	55	*2.00
Hanover .....	10	52	54	10%					
Harmonia .....	10	28	31	1.40					

\*And extra.

\*And extra.

### Outstanding Employees of Home Get Trip to Europe

NEW YORK, Jan. 22.—As further tangible evidence of his interest in the clerical staff of the Home, President Wilfred Kurth offers a trip to Europe to an employee in the home office whose work during the period from Jan. 20 to June 1, proves of outstanding merit. The contest is restricted to those whose salary is below a designated figure, exclusive of their profit sharing awards. The elements to be considered in selecting winners are: Attendance record, time arrival record, attitude and application to work, accuracy and neatness with which work is performed, cooperation, initiative and judgment, and loyalty to department and company.

The tour proposed will cover France, Austria, Italy and Switzerland, including a visit to Oberammergau to witness the Passion Play, and will take approximately 38 days, starting June 18. Winners will be granted full pay while away. Should the initial contest serve to stimulate the interest of the employees in their work to the degree anticipated, the contest will be repeated for the year beginning June 1, 1930, and prizes will be offered two employees for that period, one male and one female.

### American Appraisal Man Gives Some Sales Advice

MILWAUKEE, Jan. 22.—Salesmanship and selling are largely a matter of "horse sense and physical and mental energy," declared Harry B. Hall of the American Appraisal Company, addressing the Milwaukee sales managers group here.

"Acquire a reputation for directness and brevity, and more buyers will see you," Mr. Hall contended. "Make no apologies for the fact you called to sell something. Admit it. Tell your story, better still, show your samples. 'If the answer is no,' pack up. The buyer will see you again. If the answer is 'yes' say 'all right' and get out. Many a success in getting in is a rank failure at getting out."

"Carry your selling message to the largest number of prospects in the shortest time," said Mr. Hall. "The greatest competition between salesmen is not one of brains but of physical driving power—the difference between men who can work all the time and those who can only work once in a while."

Ralph G. Hinkley, manager of the New England department for the American of Newark, will address the Kiwanis Club of Brockton, Mass., Feb. 4 on loss adjustments.

## Test Suit Goes to High Court

(CONTINUED FROM PAGE 3)

collected before that date would belong incontestably to the companies. If the high court, however, should hold that the stipulation in the old case bound the company not to seek relief in the 10 percent rate reduction case, it is believed the Missouri rate case would then be lost finally to all the companies in the same position. Many other suits are pending, all of which will be decided by the Supreme Court's action in the National of Hartford case.

The National case was filed following dismissal by the Supreme Court of proceedings brought jointly by 157 companies affected by the order, the court having ruled that the issue of confiscation respecting individual companies could not arise in a joint review proceeding and that, if confiscation existed, it was the subject of an independent suit by individual companies.

### Lost Heavily in Missouri

The company contended that during the five years preceding the issuance of the order it suffered a loss on its business in Missouri of more than \$200,000 and that the aggregate loss of insurance companies doing business in the state during that period was more than \$7,000,000. During the period since the date of the rate order, the court was told, the aggregate experience of all companies in the state discloses their outgo exceeded income by \$11,233,102 on \$139,976,636 of premiums.

The application of the rate order, Mr. Folonic contended, operates as a denial of due process of law in violation of the 14th amendment to the constitution. The basis for the order was not a proper one, he asserted, and, further, former Superintendent Ben C. Hyde, in making his rate order, did not make the findings called for in the previous stipulation signed by the companies. In addition, he argued, the company is not precluded from bringing action because of any waiver claimed by state officials.

### Adams Heads Atlanta Board

ATLANTA, GA., Jan. 22.—Fort Adams was elected president of the Atlanta Association of Fire Insurance Agents for the second term at the annual meeting. George White was re-elected vice-president, and an executive committee was selected consisting of Mr. White as chairman; Milton Dargan, Jr.; Julian Thomas, Carleton Y. Smith, Herman J. Haas, and Richard Garlington. C. V. Hohenstein was re-elected executive secretary.

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BUFFALO  
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Formerly THE WESTERN UNDERWRITER

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### Training Men to Develop

SOME of the important businesses of the country, such as the banking business, are giving a great deal of thought and consideration to methods and plans for educating the young men who are entering their particular fields. The insurance business too has taken steps in this direction but the local units of the insurance business have not taken hold of the idea and pushed it with any aggressiveness.

What leaders in insurance are seeing is that the business must compete for desirable talent with other business fields offering much definite and specific aid in preparing those in its service for better positions and promotions. Unless the insurance business shows a like interest in its personnel, it is under a handicap in attracting promising material into its ranks.

The criticism has been made likewise that some of the material offered for insurance educational purposes has been too closely allied with that suitable for use in the college classroom where little attempt is made to give the student the instruction which will be of immediate, practical benefit. While it is desirable that insurance should have many in its ranks who have a

broad understanding of insurance principles and their application, experience teaches that when young men get into the business, they cannot be induced to go into the study of insurance from the viewpoint of abstract principles unless they have been started on the study of material which is of direct business building value.

Young men are being taught in the schools today how to judge a business from a viewpoint of its possibilities as a career. The bright young men of today are being taught to consider what a business itself offers in the way of superior training. They know that right training, aid and instruction is of far greater value than a desk, chair and a high commission without that training and instruction.

Fire and casualty offices are finding it pays to inaugurate definite educational policies, conduct regular educational meetings with clerks and young solicitors, giving them aid and help of a kind which they cannot get elsewhere, in order to increase the profit of their agencies directly by writing a greater volume of business, and indirectly by saving and developing for the business promising young men.

### Credo for Stock Insurance Men

THE COBB, MILLER & STEBBINS general agency at Denver furnishes what might be called a "credo" that those selling stock insurance may well read with profit. It is not only a salesman's creed but it can be applied to everyone identified with this sort of indemnity. The firm says:

"I believe:

"In the fundamental principles of stock company insurance:

"In the economic theory of private ownership upon which it is founded and which it advocates for other business:

"That stock company insurance sustains a correct relation to the principles of our American government:

"That it functions more effectively as a factor in the conduct of American

business than does any other insurance system:

"That it is and must be conducted up to a standard rather than down to a price:

"That it has been and now is an essential factor in the development and maintenance of our economic structure:

"That its future prosperity depends upon how well it serves the insuring public rather than upon theoretical sales devices invented to meet temporary expedencies.

"Therefore, I am willing to be known in my community as its advocate and by the fruits which it bears.

"With confidence I offer it to my friends and my neighbors and to those whom I would have to be my friends."

### Busy People Enjoy Living

It is really the busiest people who enjoy living. They find a great zest in what they are trying to do. The person who is well occupied does not find time hanging

heavily on his hands. He only wishes there were more hours allotted to him so that he could get more from his efforts. He gets great inspiration from his work.

## PERSONAL SIDE OF BUSINESS

J. M. Bradfield, Bradfield & Rhudy of Jacksonville, Fla., is back on the job after a very serious illness. Little hope was held for his recovery for a time but Mr. Rhudy, the other member of the firm, and S. G. White, an employee, both submitted to two blood transfusions.

J. M. Bostwick, local agent of Port Washington, Wis., has represented the Phoenix of Hartford since 1881. Mr. Bostwick, who is 92 years old, was injured last fall, but despite his ailment he is vigorously carrying on his insurance business and taking an active part in the operation of the Wisconsin Chair Company plant in Port Washington.

W. H. Young, Kansas state agent for the Phoenix of Hartford, located at Kansas City, died the day after his 78th birthday. He began traveling Kansas for the Phoenix in 1900.

C. H. Doscher, long field secretary of the National Association of Insurance Agents, is now secretary of the Westchester County (N. Y.) Agents Association.

Wilson C. Myers of Omaha, Nebraska state agent for the Hanover Fire, married Mrs. Effie B. Hatch of Nelson, Neb., recently. Mr. Myers was taken seriously ill at Nelson when he was visiting a local agent there and he met Mrs. Hatch at that time, she nursing him back to health. Mr. Myers has been with the Hanover for 23 years, having covered Illinois for 12 years before going to Nebraska.

Friends of Walter H. Bennett, secretary-treasurer of the National Association of Insurance Agents, will learn with regret of the serious illness of Mrs. Bennett, who for some days past has been a patient at the Mountside Hospital in Montclair.

Sherburn M. Becker, former mayor of Milwaukee, has been elected a director of the Northwestern National and a director of the Marine National Bank, succeeding to the vacancies caused by the death of his father, Washington Becker, a well known figure among insurance men of the middle west.

Junius E. West, senior member of the West & Withers agency, Suffolk, Va., who recently completed eight years of service as lieutenant governor of Virginia, may be a candidate for Congress in his home district this year.

The mother of Roscoe C. Groves, president of the Insurance Agents Association of Greater Kansas City, died at Lexington, Mo., Jan. 17. Her death came very unexpectedly.

Ben M. Miller, who with Mrs. Miller was killed in the crash of the T. A. T. Maddux air liner between Agua Caliente and Los Angeles, was associated with Marsh & McLennan-J. B. F. Davis & Sons in San Francisco.

C. S. McCulloch, local agent at Vernon, Tex., has set an unusual mark for real underwriting of farm business. His fire premiums for the past three years on country schools, churches, and farm property totaled \$20,809. The loss ratio for 1927 was 6 percent; 1928, 3 percent; 1929, a three-year average loss ratio of 3 percent. His tornado and hail premiums amounted to \$6,455 and losses on those classes for 1929 were \$55 less than 1 percent.

Louis H. Wolff of Indianapolis was struck by a taxicab last week and suffered painful and somewhat serious injuries but is making good recovery at his home. It is expected he will be about again within a week. Mr. Wolff was for many years Indiana state agent

of the Aetna, following which he spent several years in the western department office of the Aetna, retiring several years ago and returning to Indianapolis to live. He is now secretary and manager of the Indianapolis Manufacturers & Merchants Insurance Association.

C. M. Martindale, secretary of the Home group of companies and head of the automobile department, is on a trip to the central west, planning stops at Cleveland, Detroit and Chicago.

A request has come from far away Australia for a copy of Harry K. Rogers' pamphlet "Smoky's Story of Old Man Fire," issued some time ago by the fire prevention department of the Western Actuarial Bureau. C. Richardson of Sydney, New South Wales, who makes the request says he saw mention of the pamphlet in the monthly news letter of the National Fire Protection Association, of which he is a member.

Percy H. Goodwin of San Diego, Cal., chairman of the executive committee of the National Association of Insurance Agents, was in Chicago for a few days last week en route home from New York, where he presided over a meeting of the committee.

Fred B. Barnes, recently retired as Wisconsin state agent for the North British & Mercantile and the Homeland, will be the guest at a dinner tendered by a number of his field associates and local agents at Milwaukee Jan. 27. R. T. Gravenstine, B. A. Lehnberg, Paul E. Rudd, G. F. Risley, R. J. McIntyre, Roy Hiscox, F. F. Gordon, W. P. Calhoun and C. P. Helliwell constitute the committee on arrangements. Mr. Barnes felt the need for a complete rest and determined to quit active business life. He plans spending the winter months in Florida.

Commissioner Milton A. Freedy and a large delegation from Chicago, as well as a number of company men from New York, are expected to be present at the dinner.

Tom P. Williams, state agent of the North America in Louisiana, has returned to Little Rock and established his own agency to be known as the Tom P. Williams Company.

Funeral services for Robert J. Baird, senior member of the Baird-Crawford-Lewis-Ruhlman Company agency of Des Moines, who died Jan. 18, were held there Jan. 21. Mr. Baird, one of the oldest insurance men in the city, served as first secretary of the Iowa Insurance Agents Association. Death followed an illness of approximately six weeks.

Jack N. Harris, 74, pioneer Atlantan and one of the most widely known fire insurance men in the entire southeast, died Tuesday at his residence in Atlanta following an illness of three weeks. Mr. Harris was connected with the Southeastern Underwriters Association for 36 years, being one of the oldest employees of the concern. He had served in the various capacities throughout the south and at the time of his death was manager of the forms department.

A new organization, the Business Libraries, designed to cover the entire field of business literature modeled after the "Book a Month Club," has been launched at 461 Eighth avenue, New York City, to send out the most outstanding new book of interest to business men each month. On the club's advisory council which passes on specialized books are Prof. S. B. Ackerman, New York University; Dr. S. S. Huebner, University of Pennsylvania, and John W. Longnecker, advertising manager, Hartford Fire.



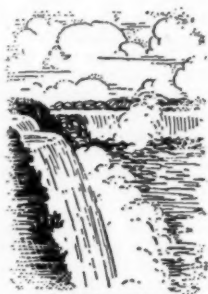
## AMERICA FORE



"AMERICA FORE"



"AMERICA FORE"



"AMERICA FORE"



"AMERICA FORE"



"AMERICA FORE"



"AMERICA FORE"



"AMERICA FORE"

AMERICA FORE

## PANICPROOF

as well as

## FIREPROOF!

From the annual statements just issued by the America Fore Companies, our agents will realize that they represent companies which are not only able to withstand the onslaughts of conflagrations and disasters but also to weather the stormy times of financial stress.

Here are the combined figures taken from the January 1, 1930 statements of the companies comprising the America Fore Group:

Total Assets	- - -	\$281,512,956
Total Liabilities	- - -	130,340,235
Total Capital	- - -	45,218,708
Total Policyholders Surplus	-	151,172,721
Total Fire Cos. Premiums	-	66,283,154
Total Casualty Co. Premiums	-	25,726,681
Total All Premiums	- -	92,009,835

When you deliver America Fore policies to your clients, you give them insurance protection in companies which are not only fire and disaster proof - but panicproof as well.

Sincerely yours,

THE CONTINENTAL INSURANCE COMPANY OF NEW YORK  
 FIDELITY-PHENIX FIRE INSURANCE COMPANY OF NEW YORK  
 NIAGARA FIRE INSURANCE COMPANY OF NEW YORK  
 AMERICAN EAGLE FIRE INSURANCE COMPANY OF NEW YORK  
 FIRST AMERICAN FIRE INSURANCE COMPANY OF NEW YORK  
 MARYLAND INSURANCE COMPANY OF DELAWARE

ERNEST STURM, Chairman of the Boards  
 PAUL L. HAID, President

THE FIDELITY AND CASUALTY COMPANY OF NEW YORK

ERNEST STURM, Chairman of the Board  
 WADE FETZER, President

# FIRE INSURANCE NEWS BY STATES

## OHIO AND WEST VIRGINIA

### BEST SPEAKS IN CLEVELAND

**Says Shrinkage in Insurance Company Figures as Result of Market Crash Will Not Be Great**

CLEVELAND, Jan. 22.—More than 150 members and friends of the Insurance Board of Cleveland gathered at the January meeting to hear Alfred M. Best of New York, publisher of "Best's Insurance Reports," talk on "A Master Product of Cooperation." President W. E. Flickinger of the Insurance Board presided and presented Mr. Best.

Following his talk, Mr. Best answered questions arising from the floor. Replying to a question as to what effect the stock market crash had on insurance companies, he said: "At the time of the crash insurance companies were in a better position to stand loss than ever before. Yet the shrinkage in company statements following the crash as compared to Dec. 31, 1928, was not as great as people generally believed. Many of the company executives were well informed on market conditions and in several cases they took profits before the crash descended. Profits taken during the year would almost offset the later shrinkage."

The reading of company statements and how to check them was also taken up in the question period. Casualty company statements are harder to check than fire insurance statements, he said.

Fred B. Ayer of the Fred P. Thomas Co., chairman of the committee on solidarity of the National Association of Insurance Agents, paid tribute to Mr. Best at the close of the meeting.

### WEST VIRGINIA FIELD MEN ELECT A. J. RUTH PRESIDENT

The West Virginia Fire Underwriters Association met in Philadelphia last week and elected A. J. Ruth of the Fire Association president; B. L. Gregory, Aetna, was elected vice-president; A. S. Whiteley, secretary-treasurer, and A. F. Herman, Home, chairman of the executive committee. R. E. Mullen, National; R. E. Simmons, Queen; B. F. Weisgerber, North British; Carroll Stephen, New Hampshire, and A. F. Herman, Home, were elected new members of the executive committee.

George C. Long, vice-president Phoenix, Hartford; D. N. Iverson, vice-president Public Fire; George E. French, vice-president New Hampshire, and Randolph Buck, manager of the Western Factory Insurance Association attended the meeting.

### Mutual Club Elects

COLUMBUS, O., Jan. 22.—The Mutual Fire Insurance Club of Columbus has elected J. W. Huntington of the Ohio department of the Millers Mutual, president; Herman G. Harrison, National Retailers Fire, treasurer, and Russell Davis, Lumbermen's Mutual, secretary.

### Will Inspect Barberton

The past year the Fire Prevention Association of Ohio made 12 town inspections. The next will be at Barberton, O., Feb. 20.

### Insurance Society Does Good Work

CLEVELAND, Jan. 22.—The Insurance Society of Cleveland is doing some excellent work. Membership is composed primarily of the younger element and meetings are attended by representatives of banks, title companies and others to whom insurance is vitally interesting. More than 80 attended the January meeting. The speaker was F. G.

Merrill, general agent of the Indemnity of North America.

### Holds 80th Annual Meeting

The Richland County Mutual of Mansfield, O., held its 80th annual meeting last week. J. A. Rigby was reelected president and Richmond Smith, connected with the company for 57 years and secretary until five years ago, was elected chairman of the board.

### Howarth Handles Marine Business

Harry H. Howarth, Jr., has been made Ohio state agent for the marine department of the North America fleet. Mr. Howarth was formerly in Minneapolis and succeeds T. Alvin Strahle, who has been transferred to Chicago in charge of the inland marine coverage.

### Cleveland Business Below Normal

CLEVELAND, Jan. 22.—Fire insurance business in Cleveland and northern Ohio was below normal in 1929 according to agencies here. A few of them report slight gains in volume but the majority show a decrease from 1928. With lower rates in effect for most of 1929, the premiums were lower and profits in the fire field generally off color. Class A risks were prominent in fire losses for the year but cigarettes and other hazards, which figured prominently, are not regarded as any more serious than a year ago. With no further change in rates in prospect, agencies here are looking for a better season in 1930. A pretentious building program will furnish much additional business for the new year.

### Cleveland Field Men Meet

CLEVELAND, Jan. 22.—Cleveland field men are now holding monthly meetings. The present program consists of the assigning of portions of the rule book to different members, whose duty it is to explain the portions read, after which remaining members ask questions. Later in the year addresses will be given by officers and members of various improved risk associations, the Western Adjustment and the Underwriters Adjusting Company. These meetings are also attended by Superintendent J. M. Shaw of the Ohio Inspection Bureau and D. B. Edwards, superintendent of the Cleveland branch of the Ohio Audit Bureau.

### Ohio Notes

Morris H. Shriver, Ravenna, O., has taken on the National Security Fire. He no longer represents the LaSalle Fire.

The Columbus, O., offices of the Fire Association fleet have been moved from the Columbian building to the A. I. U. Tower.

The General Liability Company of Dayton has been incorporated by Nathan K. Brumbaugh, Elbert L. Mikesell and Agnes Weishar to carry on an insurance agency business.

There was a loss of \$25,000 this week when fire destroyed the raw fur plant owned by Melvin Woodruff at Dunkirk, O. There were in the buildings furs from all over the United States.

The plant of the London Tankage Company of London, O., was damaged to the extent of \$40,000 by fire this week. With fire plugs half a mile away from the fire the fire department could merely protect surrounding property.

Howard F. Evans has severed his connections with G. W. Talks of the McIntosh Talks Company, Hanna building, Cleveland, and has opened a new office at 1808 Engineers Bank building. Mr. Evans also operates an agency at Venice, Fla.

Although physically handicapped and able to get about only in a wheelchair, Ted J. Eaton of Grandview, Columbus, O., carries on a successful insurance agency and also takes an active interest in sports. He is secretary of the Buckeye Lake Yacht Club and manages and directs recreation ball and basketball teams in a local league. He also has managed bowling teams.

## CENTRAL WESTERN STATES

### COMPANIES BEING CLOSED

**Illinois Liquidation Bureau Is Now Winding Up the Affairs of Numerous Concerns**

The companies being liquidated by the Illinois Liquidation Bureau of the state department of trade and commerce are: American General Fire—Small dividend being paid now. Further payments very uncertain as remaining assets of extremely doubtful value.

Bull Dog Auto Fire (reciprocal)—Most of claims allowed and paid; nearing completion.

Clothiers Mutual Casualty—Bureau just received turnover. Some work remains; nearing completion.

Chicago Life—Preparing to wind up. Only five unfound stockholder creditors unpaid.

Guaranteed Equity Life—Litigation pending. Considerable work remains.

Inter-State Mutual—Preparing to report on claims. Assets meager; likely return to creditors doubtful.

Inter-Insurance Exchange of the Illinois Automobile Club (reciprocal)—Litigation pending. Considerable work remaining.

Lincoln Casualty—Completing complicated claim work made more difficult by previous handling. Reducing assets to cash; preparing to report on claims.

Marquette National Fire—Litigation pending. Over 7,000 claims on file; work thereon progressing; reducing assets to cash; completion uncertain; expect to be in position to make report on claims soon.

National Motor Underwriters (reciprocal)—Litigation pending. Assets meager; termination uncertain; likely return to creditors doubtful.

National Lumber Mutual—Receiving claims. Assets meager; termination uncertain; likely return to creditors doubtful.

Progressive Life—Closing estate now by final dividend.

Providers Life—Reducing assets to cash. Dividend to stockholders being paid; difficulty being experienced in locating thousands of stockholders widely scattered.

United Lloyds—Bureau just received turnover. Involved situation; termination uncertain.

Western Life—Nearing completion. Result very doubtful.

Motor Car-United Underwriters (reciprocal)—Receiving claims. Reducing assets to cash.

Peerless Mutual (automobile)—Practically no assets. Small hope for creditors.

The liquidation bureau is in charge of Alvin S. Keys at 515 South Grand Ave., East, Springfield, Ill.

### MAY HAVE FAREWELL PARTY

**Illinois Field Club Plans to Hold Dinner Before the Clans Are Separated**

It is very likely that the Illinois Field Club will hold a dinner in either Springfield or Peoria some time the latter part of February. It is planned to make it in the nature of a farewell party for those members of the organization who will be retiring from it because of their companies' affiliation with the Western Underwriters Association. At the quarterly meeting of the Illinois Field Club in Springfield it was suggested that an affair of this kind be given. President Edgar Taylor of the National-Ben Franklin is to make the arrangements. With so many Western Insurance Bureau companies joining the W. U. A., a larger part of the membership of the Illinois Field Club will withdraw as of March 1, but before these resignations become effective a good fellowship gathering was thought desirable.

### MICHIGAN FIELD MEN MEET

**Formation of Western Underwriters Association Big Topic—Will Change Constitution to Conform**

DETROIT, Jan. 22.—The formation of the Western Underwriters Association was the principal topic of discussion at the January meeting of the Michigan Fire Underwriters Association, held in the office of the Detroit Fire & Marine. H. M. Johnson of Jackson, special agent of the Commercial Union group, presided over the session, at which the members voted to present to the members an amendment to the constitution and by-laws of the association, replacing the word "Union" wherever it appears with the words, "Western Underwriters Association."

The proposal to change the name of the organization to conform more nearly with that of the newly created parent association was not acted upon, and key members of the organization feel that such a change is not necessary. A proposal to admit to membership representatives of Bureau and non-affiliated companies that have joined the Western Underwriters Association at this time was not passed, because it developed that 60 days or more will be required for these men to resign from the Bureau association here and to adjust agreements, etc.

Acting upon a suggestion from the officers of the new association, members of the organization will establish cordial relations with eligible Bureau and non-affiliated company representatives and will invite them to join the Michigan Fire Underwriters Association when they are able to do so. Another meeting of the association will be held in Detroit Feb. 10, at which further discussion of the new situation created by the formation of the W. U. A. will take place. Immediately after this session the amendment proposal will be submitted to each member by mail. Should the resulting vote be opposed to the changes, an entire reorganization of the association will be necessary in order to admit the former Bureau and non-affiliated representatives, according to A. N. McDougall, secretary.

### Regional Meeting at Kalamazoo

A regional meeting of the Michigan Association of Insurance Agents was held in Kalamazoo Jan. 22, under the direction of William H. Pendleton, regional vice-president, with Secretary George Brown of Detroit and a good turnout of state agents present. In the evening the visiting members were the guests of the Kalamazoo Board at a banquet.

### Traverse City Agencies Merge

The Carver and Alley-Heiges agencies in Traverse City, Mich., will merge Feb. 1 under the name of Carver-Heiges Insurance Agency. Frank Carver will have charge of fire insurance and Pat Heiges will have charge of the casualty lines. The Carver agency is an outgrowth of the Steele-Titus Agency, opened in 1876, and the Alley-Heiges Agency, started in 1900 by A. B. Curtis.

### Elgin Gets Rate Reduction

ELGIN, ILL., Jan. 22.—Rates upon both business and residential risks in this city have been reduced, the former a flat 10 percent cut, while in the latter shingle roof buildings pay 75 cents per \$100 as against 80 cents and asphalt roofing premiums are 55 cents against the former rate of 75 cents. Still further decreases are expected by city officials. Fire losses last year were \$22,297 compared to \$43,000.

Read "What to Know About Automobile Insurance," by F. W. Doremus. Price, \$1.50. Order from The National Underwriter.



# LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

## LOYALTY GROUP

JANUARY 1, 1929, STATEMENTS

NEAL BASSETT, President  
A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President  
ORGANIZED 1855

JOHN KAY, Vice-Pres't and Treas.  
ARCHIBALD KEMP, 2d Vice-President

### FIREMEN'S INSURANCE COMPANY

OF NEWARK, N. J.

ASSETS	LIABILITIES	CAPITAL	NET SURPLUS	SURPLUS POLICYHOLDERS
\$63,349,645.94*	\$19,562,549.89	\$16,000,000.00*	\$27,787,095.95*	\$43,787,095.95*

HENRY M. GRATZ, President  
JOHN KAY, Vice-Pres't

A. H. HASSINGER, Vice-Pres't  
WELLS T. BASSETT, Vice-Pres't  
ORGANIZED 1853

NEAL BASSETT, Vice-President  
ARCHIBALD KEMP, 2d Vice-Pres't

### THE GIRARD F. & M. INSURANCE CO.

OF PHILADELPHIA, PA.

\$ 6,036,606.06	\$ 2,834,467.72	\$ 1,000,000.00	\$ 2,202,138.34	\$ 3,202,138.34
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NEAL BASSETT, President  
A. H. HASSINGER, Vice-Pres't

WELLS T. BASSETT, Vice-Pres't  
ORGANIZED 1854

JOHN KAY, Vice-Pres't and Treas.  
ARCHIBALD KEMP, 2d Vice-Pres't

### THE MECHANICS INSURANCE CO.

OF PHILADELPHIA, PA.

\$ 4,881,357.40	\$ 2,770,413.44	\$ 600,000.00	\$ 1,510,943.96	\$ 2,110,943.96
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NEAL BASSETT, President  
A. H. HASSINGER, Vice-Pres't

WELLS T. BASSETT, Vice-Pres't  
ORGANIZED 1866

JOHN KAY, Vice-Pres't and Treasurer  
ARCHIBALD KEMP, 2d Vice-Pres't

### NATIONAL-BEN FRANKLIN FIRE INS. CO.

OF PITTSBURGH, PA.

\$ 5,021,040.43	\$ 2,502,743.59	\$ 1,000,000.00	\$ 1,518,296.84	\$ 2,518,296.84
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A. H. TRIMBLE, President  
JOHN KAY, Vice-Pres't

A. H. HASSINGER, Vice-Pres't  
WELLS T. BASSETT, Vice-Pres't  
ORGANIZED 1871

NEAL BASSETT, Vice-Pres't  
ARCHIBALD KEMP, 2d Vice-Pres't

### SUPERIOR FIRE INSURANCE CO.

OF PITTSBURGH, PA.

\$ 4,837,239.59	\$ 2,492,228.84	\$ 1,000,000.00	\$ 1,345,010.75	\$ 2,345,010.75
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W. E. WOLLAEGER, President  
A. H. HASSINGER, Vice-Pres't

NEAL BASSETT, Chairman of Board  
WELLS T. BASSETT, Vice-Pres't  
ORGANIZED 1870

JOHN KAY, Vice-Pres.  
ARCHIBALD KEMP, 2d Vice-Pres't

### CONCORDIA FIRE INSURANCE CO.

OF MILWAUKEE, WIS.

\$ 5,359,804.52	\$ 2,486,092.08	\$ 1,000,000.00	\$ 1,873,712.44	\$ 2,873,712.44
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CHARLES L. JACKMAN, President  
JOHN KAY, Vice-Pres't

A. H. HASSINGER, Vice-Pres't  
WELLS T. BASSETT, Vice-Pres't  
ORGANIZED 1886

NEAL BASSETT, Vice-President  
ARCHIBALD KEMP, 2d Vice-Pres't

### CAPITAL FIRE INSURANCE CO.

OF CONCORD, N. H.

\$ 666,598.88	\$ 196.08	\$ 300,000.00	\$ 366,402.80	\$ 666,402.80
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CHARLES L. JACKMAN, President

ORGANIZED 1905

M. R. JACKMAN, Vice-President

### UNDERWRITERS FIRE INSURANCE CO.

OF CONCORD, N. H.

\$ 175,689.24	\$ 000.00	\$ 100,000.00	\$ 75,689.24	\$ 175,689.24
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CHAS. H. YUNKER, President  
A. H. HASSINGER, Vice-Pres't

NEAL BASSETT, Chairman of Board  
WELLS T. BASSETT, Vice-Pres't  
ORGANIZED 1852

JOHN KAY, Vice-Pres't  
ARCHIBALD KEMP, 2d Vice-Pres't

### MILWAUKEE MECHANICS INSURANCE CO.

OF MILWAUKEE, WIS.

\$12,792,945.35	\$ 7,243,098.89	\$ 2,000,000.00	\$ 3,549,846.46	\$ 5,549,846.46
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J. SCOFIELD ROWE, President  
J. C. HEYER, Vice-Pres't  
JOHN KAY, Vice-Pres't

NEAL BASSETT, Chairman of Board  
E. J. DONEGAN, Vice-Pres't and Gen'l Counsel  
EARL R. HUNT, Vice-Pres't  
W. M. P. STANTON, Vice-Pres't  
WELLS T. BASSETT, Vice-Pres't  
ORGANIZED 1874

S. WM. BURTON, Vice-Pres't  
S. K. McCLURE, Vice-Pres't  
E. G. POTTER, 2nd Vice-Pres't

### METROPOLITAN CASUALTY INSURANCE CO.

OF NEW YORK, N. Y.

\$15,452,308.70	\$10,173,698.43	\$ 1,500,000.00	\$ 3,778,610.27	\$ 5,278,610.27
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C. W. FEIGENSPAN, President  
WINTON C. GARRISON, Vice-Pres't and Treasurer

ORGANIZED 1909

W. VAN WINKLE, Vice-Pres't and Gen. Mgr.  
E. C. FEIGENSPAN, Vice-Pres't

### COMMERCIAL CASUALTY INSURANCE CO.

OF NEWARK, N. J.

\$14,975,568.30	\$ 9,975,568.30	\$ 2,500,000.00	\$ 2,500,000.00	\$ 5,000,000.00
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TOTAL OF ASSETS  
\$133,548,804.31\*\*

TOTAL OF LIABILITIES  
\$60,041,057.26

TOTAL NET PREMIUMS  
\$50,467,137.06

#### WESTERN DEPARTMENT

844 Rush Street

Chicago, Illinois

H. A. CLARK, Manager

H. R. M. SMITH

JAMES SMITH FRED W. SULLIVAN  
Assistant Managers

#### EASTERN DEPARTMENT

10 Park Place

Newark, New Jersey

#### CANADIAN DEPARTMENT

461-467 Bay Street

Toronto, Canada

MASSIE & RENWICK, Limited,  
Managers

#### PACIFIC DEPARTMENT

60 Sansome Street

San Francisco, California

W. W. & E. G. POTTER,  
Managers

JOHN R. COONEY  
Assistant Manager

\*As of April 6, 1929. \*\*Includes stock holdings in other insurance companies on capital and surplus basis.

786 the previous year. Two 1,000-gallon pumps, 25 additional hydrants, new hose at all stations and addition of six men to the force, representing an outlay of \$40,000 in the past two years, were factors in bringing about the cut.

#### New Fire Prevention Slogan

INDIANAPOLIS, Jan. 22.—"Carelessness Causes Costly Conflagrations." This is the slogan pronounced the best of hundreds submitted by grade school pupils of Indiana to the state fire marshal's office. An essay contest is to be held in February.

#### Michigan Losses Near Million

LANSING, MICH., Jan. 22.—The past week, with the mercury far below zero at various points, was disastrous from the standpoint of fire losses. Large blazes alone caused losses totalling close to \$1,000,000.

At Monroe the storage plant of the Consolidated Paper Company was completely destroyed with a \$200,000 stock of baled paper. The warehouse cost \$250,000 and was practically a total loss.

Ionia suffered a \$200,000 loss and the entire business section of the city was imperiled by a blaze in which two business blocks, the Chaffee and Fox buildings, were completely destroyed. The Miracle clothing store, Knitting Mills store and Masonic lodges suffered total losses.

A loss estimated at \$100,000 was sustained in Detroit in the P. W. Beals Candy Company's four-story building on West Jefferson avenue. The Michigan Radio Company and the Globe Paper Company, adjoining, suffered water damage.

A heavy loss, perhaps totaling \$75,000 or more, was sustained at Bay City on the Nolet Packing Company plant.

#### Moore Succeeds Hewett

LANSING, MICH., Jan. 22.—Luke Moore, who has been with the Michigan Inspection Bureau's Detroit office, will succeed B. L. Hewett, Jr., as state ratemaster in the Michigan insurance department. Mr. Hewett resigned to become special agent for the Boston and Old Colony.

#### Evansville Has \$750,000 Loss

EVANSVILLE, IND., sustained fire loss estimated at \$750,000 in a blaze which swept through half of a business block of the city. It is reported that only the walls of the buildings remained. The property housed several clothing houses. The De Jong cloak house is said to be the largest sufferer. The fire appeared to have started there.

#### Merrill Agent Fakes Holdup

John R. Duffy, cashier of the Merrill, Mich., State Bank and local insurance agent, has confessed that he faked the holdup of his bank and has been sentenced from three to 20 years in the state reformatory. The \$13,241 supposed to have been stolen was found in a safety deposit box in the bank. Duffy was caught in the stock market landslide.

#### Michigan Notes

Ste. Anne's Academy, a Catholic parochial school at Lake Linden, Mich., was completely destroyed by fire last Friday, with a loss of \$40,000.

The John W. Hardt Agency of South Haven, Mich., has incorporated. Incorporators are John W. Hardt, Mary W. Hardt and Clarence T. Fritz, all of South Haven.

C. Hayward Murphy, president of the board of fire commissioners of Detroit, has been elected vice-commander of the Grosse Pointe Yacht Club. Mr. Murphy is an ardent yachtsman.

The Michigan state police and Thomas Graham, deputy state fire marshal, are investigating the fire which recently caused damage estimated at \$45,000 to the plant of the Nolet Packing Company at Bay City, in which arson is suspected. Insurance on the buildings totaled \$83,500.

Herbert Jeschke of Detroit was arraigned at Mt. Clemens, charged with burning a home with intent to defraud an insurance company. Jeschke is alleged to have set fire to his summer home at St. Clair Shores Jan. 2. The place and its contents were insured for \$5,500, which is said to represent an amount greater than the actual value.

The plant of the Superior Felt Pro-

ducts, Inc., at Grand Blanc, Mich., was completely destroyed by fire last week. Although located in an old building, the plant was equipped with new machinery and manufacturing operations were about to begin when the structure was destroyed. The company had been negotiating for sprinkler installation, but sprinklers had not yet been installed. Insurance totaled \$122,500.

#### Illinois Notes

The C. C. Wright Company's produce and storage plant in McLeansboro, Ill., suffered a loss of approximately \$45,000

through a fire which swept through the three-story structure the night of Jan. 18. Two adjoining storerooms occupied by the C. M. Sneed furniture and undertaking establishment were also badly damaged.

The business district of Ellsworth, Ill., was swept by fire and the village was left without a local food supply, telephone service and banking facilities as a result. The town's bucket brigade attempted to combat the flames in vain. Eight buildings, including the telephone exchange, a bank and several stores, were destroyed. The loss was about \$175,000.

## STATES OF THE NORTHWEST

### DAKOTA BLUE GOOSE MEETING

At the Annual Gathering Plans Will Be Made for Grand Nest Convention

The Dakota Blue Goose will hold its annual meeting at Aberdeen next Thursday. On the evening previous the general committee in charge of the grand nest meeting at Rapid City, S. D., the week of Sept. 9 will meet to formulate plans. Most of the meetings this year will be given over to arranging details for the Rapid City meeting. The annual meeting of the Dakota Blue Goose usually takes place in June. The pond, however, has decided to forego its usual summer meeting in view of the big grand nest meeting. Officers will be elected, therefore, next week. The Dakota Blue Goose is making elaborate arrangements for a four days' meeting at Rapid City. Two of these will be given to sight-seeing. J. D. Taylor of Grand Forks, N. D., is most loyal gander of the Dakota Blue Goose.

### Ware Talks on Marine Insurance

MINNEAPOLIS, Jan. 22.—P. H. Ware discussed marine insurance at the regular meeting of the Insurance Club of Minneapolis. The club has named a committee to gather mutual competition information and just now is getting such data as it can concerning mutuals and reciprocals that have gone out of business.

### State Fund Gets Another School Line

TWO RIVERS, WIS., Jan. 22.—Local agents at Two Rivers are protesting the action of the board of education authorizing the transfer of school insurance to the Wisconsin state fund. Agents have intimated that they will take some concerted action to get the board of education to rescind its action. In the past all insurance on school buildings has been divided among local agencies here.

### Seek Better Water Protection

CHIPEWA FALLS, WIS., Jan. 22.—Declaring that water pressure on the south side of the city is inadequate when water is being used for special purposes, and that pressure is reduced far below service level while water is being used for flushing sewers or flooding skating rinks, residents here have petitioned for greater water protection facilities. The petition has brought assurance from city officials that a new main to supply adequate pressure for that part of the city will be installed this year.

### Insurance Men Back Ringer

MINNEAPOLIS, Jan. 22.—The Minneapolis Fire Underwriters Association has adopted resolutions upholding the administration of Charles W. Ringer, fire chief, who has been the subject of criticism from a few of the Minneapolis aldermen. The resolution stated, according to Frank C. Esterly, president of the association, that charges against Mr. Ringer are unjustified and unwarranted. Axel Larson, H. G. Weyer and C. I. Long were elected to the board of directors at the annual meeting.

### Dana Agency Moves

The Dana Agency at Fond du Lac, Wis., will soon move to its own building at 84 South Macy street, opposite the postoffice. The Dana Agency was started in January, 1897, by A. G. Dana. He first

devoted his time to real estate and abstracting but later was appointed agent for the Boston. The agency still has this company. The agency was incorporated in 1919 by A. G. Dana, Leo F. Dana and George P. Dana. Its office has been in the Commercial National Bank building since its old quarters in the Ruh building were burned. A. G. Dana is president and Leo F. Dana, secretary and treasurer.

### N. Henningsen Dies

N. Henningsen of the Henningsen-Melle Agency of New Ulm, Minn., died suddenly last week. He had been in the insurance business since 1893, Adolph G. Melle joining him in 1902.

### Minnesota Notes

Three persons, including one woman, have been arrested charged with arson in connection with the burning of an expensive home at Mora, Minn. Those

held are John T. Harrington, St. Paul; Lillian P. Rixon, Minneapolis school teacher, and Dr. A. G. Phelps, whose home was burned shortly after \$13,000 additional insurance had been placed on it.

A \$50,000 bond issue for the erection of a new fire hall was approved by Rochester, Minn., voters at a recent election.

Bourgerie, Mathews & Orr have purchased the business of the insurance department formerly conducted by the Third Foshay State Bank from the Hennepin State Bank of Minneapolis.

Edward A. Storvick of Albert Lea, Minn., has purchased the E. S. Hammond agency, the oldest one in the city. Mr. Hammond is retiring from the insurance business and will give his entire time to adjustments, collections and real estate. Mr. Storvick was for 19 years a railway postal clerk. He started in the insurance business in 1921, conducting his office under the name of the Service Agency.

### Dakota Notes

Loss on buildings and contents in 1929 amounted to \$98,107 compared with \$35,349 in 1928, an increase of \$62,758. Most of the losses, as in previous years, were covered by insurance. Loss on buildings was \$32,256 and on contents \$65,850.

Fire in the north wing of the Lewis & Clark hotel, Mandan, N. D., resulted in a loss of \$120,000. The building was valued at \$500,000. All damage except that to the hat and novelty shop, in which the fire started, was fully covered by insurance. The C. F. Ellis insurance office was ruined.

Articles of incorporation have been filed for the Currier-Donahue Insurance Agency, Stoughton, Wis., with the secretary of state at Madison. L. Currier, P. Donahue, F. Donahue and Zoe Anderson are the incorporators. It was formerly known as the Currier Insurance Agency and was owned by L. C. Currier.

## IN THE MISSOURI VALLEY

### BULK OF PREMIUM RETURNED

Dickson of National Board Tells Des Moines Credit Men What Fire Insurance Does

Far from taking an excessive profit, fire insurance companies are operating on a very narrow margin and returning a vast proportion of premiums received in the form of loss payments and protective measures which not only policyholders but the general public enjoy, F. S. Dickson of the National Board of Fire Underwriters at Chicago told the Des Moines Credit Men's Association on Jan. 21 at a dinner meeting. Mr. Dickson related Iowa experience in the period 1924-1928, showing that 98 cents of the premium dollar was returned. Of this 53.5 cents was paid to policyholders on losses, 22 cents went in agents' commissions to citizens and tax payers of Iowa, 1.5 cents was the cost of rating performed by Iowa citizens, 3.5 went in taxes and fees, 7.7 cents was the cost of supervision and technical service performed by field men, engineers, etc., all residents of the state, and 10 cents was home office overhead.

### Benefits Are Outlined

"For the small premium you pay you have not only secured the protection you wished and the splendid service, inspectional and otherwise, an integral part of your protection, but you have stabilized your credit, released your mind from worry, secured an absolute guarantee backed by unquestioned solvency that in case of loss you will be indemnified. And in addition, 98 cents out of every \$1 you have paid for this protection and service come back into your community to flow into the current of everyday affairs of which you have your recipient place," Mr. Dickson said.

"The uninformed have often reached the conclusion that stock fire insurance must be making a premium profit so excessive that its best reflection should be a material reduction in rates. Oftentimes we hear this volubly proclaimed from sources that but exemplify Abe Martin's homely suggestion 'that no man can talk as interestin' as the fel-

ler who is hampered by neither fact nor information."

Mr. Dickson gave an admirable exposition of the soundness of stock fire insurance, pointing out that of the more than \$228,000,000,000 of fire indemnity in force, more than 85 percent is underwritten by stock companies. He said stock fire cover is the only one that performs an adequate insurance service because it alone carries the insurance trade balance of America.

### Packer Is Special Agent

A. C. Packer has been appointed special agent for the J. H. Good general agency of Kansas City. Mr. Packer was formerly a local agent at Adrian, Mo., with the McCullough-Packer Agency, which has already furnished three field men.

### Kansas Losses Exceptionally Low

TOPEKA, KAN., Jan. 22.—For the first time in many years the annual Kansas fire loss is below the \$4,000,000 mark. Douglas Graham, state fire marshal, has compiled the 1929 records showing a total of 2,974 fires and \$3,788,772 in losses. In 1927 there was a less number of fires than in 1929 but the property losses were much larger and five years ago the losses exceeded \$6,000,000 and frequently have been above \$5,000,000.

### Iowa Local Agents' Meeting

The annual meeting of the Iowa Association of Insurance Agents is to be held at Iowa City, Aug. 24-26. It will be in the nature of an educational conference.

### Hold Nebraska Fire School

Starting Tuesday of this week and continuing three days, a short course in fire prevention, control and extinguishment was conducted in connection with the annual convention of the Nebraska State Volunteer Firemen's Association at Kearney. The course was sponsored, as heretofore, by the conservation and survey division of the University of Nebraska. Among those participating in the activities of the course were Chief Callahan of the Fort Dodge, Ia., fire department; Richard E. Vernor,



manager of the fire prevention department of the Western Actuarial Bureau, and Harry K. Rogers, chief engineer of the department.

#### Governor Addresses Blue Goose

DES MOINES, Jan. 22.—At the Blue Goose luncheon Monday, Governor John Hammill was the speaker. He discussed fire insurance matters as related to business activities and showed that the same standards that obtain in all business enterprises are especially predominant in the conduct of fire insurance. He paid a high compliment to the integrity of the insurance industry and urged the field men present to carry forward along the lines predicated upon moral standards and economic justice. There was a very creditable attendance at the luncheon. Those participating in the inspection at Vinton expressed satisfaction at the loyal support given by the people of the city and the interest taken by the public schools and the civic clubs.

#### Big Loss at Hannibal, Mo.

The three-story Settles building in the heart of Hannibal, Mo., downtown district was damaged more than \$100,000 by fire, while tenants in the structure suffered an additional \$100,000 loss. The cause of the blaze has not been definitely ascertained. It appeared to start on the second floor, which was occupied by a commercial photographer's studio. The famous, a woman's ready-to-wear store, estimated its loss at \$75,000. Its stocks were ruined.

#### Gives Omaha Insurance Figures

OMAHA, Jan. 22.—Harry A. Koch, speaking to the Tribe of Yessir at its insurance luncheon, said that 3 percent of the city's population is engaged in the insurance business. In addition to its 31 home office companies, Omaha has 110 general insurance agencies and between 30 and 50 life insurance agencies, he stated.

Mr. Koch paid tribute to those who have been outstanding leaders among insurance men—Frank T. B. Martin, president of the Insurance Federation of America; J. R. Dumont, and the late Thomas Blackburn.

#### Divide Lincoln School Insurance

LINCOLN, NEB., Jan. 22.—The local school board has voted to divide the \$625,500 of fire insurance that it controls among only those agencies which report for taxation a minimum of \$5,000 in yearly premiums collected in the city. A list of 23 qualified agents was presented.

#### Inspect Nebraska City

Members of the Nebraska Fire Prevention Association made an all-day inspection of business houses and schools in Nebraska City last week. General conditions were reported to be good. The members were guests at luncheon of the Lions and Rotary clubs and the fire department. State Deputy Fire Marshals T. L. Wilson and R. E. Eaton aided in the inspection.

#### Airplane Loss at Wichita

WICHITA, KAN., Jan. 22.—The first serious airplane fire loss for Wichita was suffered Jan. 13 when the administration building, including the class rooms and shops of the Braley School of Flying were burned with a loss estimated at \$90,000. It is thought that the insurance loss, beyond that on two privately owned machines which were reported insured, will be only \$10,000 which had been written on the building valued at \$25,000.

#### Committee to Study Rate Question

KANSAS CITY, MO., Jan. 22.—George Oppenheimer of Oppenheimer Brothers has been appointed one of a sub-committee of three representative business men of Kansas City appointed by the chamber of commerce to study the fire companies' application to the Missouri department for an increase in rates.

#### Wichita Insurers' Ladies Night

WICHITA, KAN., Jan. 22.—The fifth ladies night of the Wichita Insurers was the largest and most enjoyable occasion of its kind ever given by the board. President Lee Webb presided, introduc-

#### AGREE ON KANSAS FIRE RATE CONFERENCE DATE

TOPEKA, KAN., Jan. 22.—The date of Feb. 7 for a conference of the fire insurance managers with state officials to discuss negotiations for the settlement of the Kansas fire rate case is agreeable to both sides. It will be held in Governor Clyde M. Reed's office. If any progress can be made the first day it is expected that the general conference will continue two or three days and that there will be a long series of conferences to work out details.

ing Duane T. Stover of Harris, Burns & Co., chairman of the entertainment committee, and L. B. Brown of Anderson, Brown & Ginzler, who was toastmaster. After-dinner talks were given by S. A. Long, president, and H. M. Van Auker, secretary of the Wichita Chamber of Commerce, and Charles K. Foote, president of the Kansas Association of Insurance Agents.

#### Advise Sioux City Inspector

SIoux CITY, IA., Jan. 22.—Employment of a full time inspector by the Sioux City fire department was recommended by E. E. Hopkins, special representative of the National Board, who recently visited the city. He would check up the inspection work of members of the fire department and take any action necessary to force the elimination of fire hazards. He also would be clothed with police power to investigate cases of suspected incendiarism, Mr. Hopkins advised.

#### Wants Insurance Man for Commissioner

Otto Lange of Dubuque, candidate for the Republican nomination for governor of Iowa in the primary election in June, is advocating the appointment of a practical, experienced insurance man as insurance commissioner. His platform contains the following clause:

"The insurance business of the state of Iowa has grown to tremendous proportions. The state derives a revenue of approximately a million dollars per year over and above the expense of operation of the insurance department and it is entitled to intelligent supervision. A practical, experienced insurance man, one who knows the problems of the assured, agent and company, should be appointed insurance commissioner."

#### Kansas City Fire Loss Cut

KANSAS CITY, MO., Jan. 22.—The per capita fire loss in Kansas City in 1929, \$313, was the lowest of any year since 1921, according to the annual report of the Underwriters Fire Patrol. This was 70 cents less than 1928. Total losses were \$1,531,876.

#### Jones Heads Fire Patrol

KANSAS CITY, MO., Jan. 22.—Cliff C. Jones of R. B. Jones & Sons was re-elected president of the Underwriters Fire Patrol at its annual meeting. Frank Ferguson was elected vice-president; Fred V. Griffith, treasurer; Barron J. Fradenburg, secretary; Reynolds Barnum and J. B. Wallace, directors.

#### Kansas Notes

The Geo. E. Gano grain elevator at Garden City, Kan., was burned Jan. 11 with some 50,000 bushels of wheat and other grain, entailing a loss of approximately \$100,000, only partly covered by insurance.

H. R. Johnston, senior member of the Dulaney, Johnston, Yankee & Priest agency of Wichita, left last week with Mrs. Johnston for a two months' trip to Honolulu. They will spend a short time in California on their return trip.

Dan R. Stofus, for the past six years connected with the home office of the Central States Fire of Wichita, has resigned to become manager of the insurance department of the Home Mortgage Title & Trust Company of Wichita.

James W. Campbell, Tulsa representative of John G. Simmond & Co. of New York, was in Wichita last week. Mr.

Campbell was for many years connected with the Wheeler-Kelly-Hagney-Trust Co. in Wichita and served one term as president of the Wichita Insurers.

H. A. Dillon of the Wheeler-Kelly-Hagney-Trust Company of Wichita and formerly manager of the Wichita office of the Western Adjustment has been elected a director of the Stearman Aircraft Company of Wichita, a subsidiary of the United Aircraft & Transportation Company.

#### Missouri Notes

Mrs. Alma Gordon, widow of George Gordon, for many years special agent for the Citizens Fire, who died on Thanksgiving day, is now a solicitor for Gatch, Tennant & Co., St. Louis.

The Harry A. Burke agency and the Lovelace-Simmons Agency of Kansas City, Mo., have merged and will operate hereafter as Lovelace-Simmons-Burke, Inc. Offices of the merged company are at 515 Reliance building.

The East Hills Country Club of St. Joseph, Mo., was destroyed by fire Jan. 16. The loss is estimated at \$35,000 by H. W. Tilden, president. Five firemen suffered frozen hands or feet fighting the fire in a zero temperature.

A spectacular fire Jan. 16 in an old four-story building at Eighth and Howard streets, St. Louis, used by the Elce-Stix Dry Goods Company as a trunk factory, caused damage estimated by company officials at approximately \$104,000.

Oscar W. Earickson, secretary of the American Home Building & Loan Association and vice-president of Teckel, Earickson & Co., local agents of South St. Louis, was elected president of the St. Louis League of Building & Loan Associations at its annual meeting.

Fire, causing a loss estimated at \$65,000 to \$75,000 and believed to have started from an overheated stove, destroyed the Jerry N. Taylor furniture store in the heart of the business district of Carthage, Mo., Jan. 17. The loss is partly covered by insurance. Adjoining business houses suffered damage from smoke and water, especially the Car-

thage Fruit Company and the Auto Parts Company.

#### Nebraska Notes

The Love-Haskell Company of Omaha has signed a five-year lease for 4,000 square feet of floor space on the first floor of the Guarantee Fund Life building and move there April 1. The agency is now at 326 South Nineteenth street.

Fire losses estimated at between \$50,000 and \$70,000 were sustained at Battle Creek, Neb., Jan. 18. Two business blocks, the lower floors occupied by the Battle Creek Valley Bank and the Henry H. Schaeffer general store, were almost completely destroyed, and a third building occupied by a grocery store was damaged, with its contents.

Omaha firemen, responding within 30 minutes to a call for help from the suburb of Millard, are given credit for saving the village from being wiped out by a fire that started from some unknown source in the combination elementary and high school building Sunday. Incendiarism is suspected. The loss is estimated at \$15,000, with insurance of \$10,000.

#### Iowa Notes

Carl Minogue, manager of the Northern Iowa Claim Service, announces that he has opened an office at Fort Dodge, Ia., to look after casualty lines.

Struble, Ia., near Le Mars, suffered a loss of more than \$40,000 when fire consumed the Peach garage, the town hall, Weise cafe, Petges hardware store and Lang's tire shop. Without a water system, the town was helpless in fighting the flames.

The Masonic Temple building at Washington, Ia., was completely destroyed by fire Sunday morning, entailing a loss of \$150,000. It was a three-story brick structure. Loss on stocks was sustained by George L. McDaniel, druggist; W. H. Stephen, jeweler, and Ralph Scott, furniture dealer.

## STATES OF THE SOUTHWEST

### FIRE IN AIR SPACE HOSTILE

#### Company Held Liable for Damage by Smoke Due to Defective Furnace

Where fire enters the air space in a furnace it is a hostile fire and comes within the terms of a fire policy which entitles the assured to sue for damage by smoke, the court of civil appeals of Texas has held. The furnace of the assured became defective and the leak developed so that the oil flowed into the air compartment and ignited. Smoke and soot went through the air vent and damaged the furnishings. The insurer denied liability, holding that the damage was caused by a friendly fire and was not covered by the policy. The insured brought suit and recovered judgment in the lower court which was affirmed by the higher court. When a fire remains within a receptacle where it was intended it constitutes a friendly fire, but where it escapes and burns in a place where it was not intended to burn it becomes a hostile fire—New York Insurance Company vs. Guggenheim, 7 S. W. (2d) 588.

#### Texas Rates Effective Feb. 1

AUSTIN, TEX., Jan. 22.—Fire insurance Commissioner DeWeese announces that changes in fire insurance rates, decided upon as a result of a public hearing held Jan. 10, will become effective Feb. 1. Protests were entered at the hearing on several changes in rates ordered in a general shakeup of rates put into effect Nov. 20. The content of the changes will not be revealed until Feb. 1.

#### New Rating Plan Explained

FORT WORTH, TEX., Jan. 22.—At a special meeting of the Fort Worth association last week experts explained how to figure rates on various risks under the recent schedule promulgated by the state board of insurance commissioners. D. G. Foreman, who has been closely in touch with the rates and rate making at Austin, laid bare most of the problems

in figuring the rates under the new plan. Mr. Foreman said a considerable amount of confusion is being experienced over the state because of the new schedule, but that since thorough explanations have been made no more trouble is expected in Fort Worth.

#### New General Agency's Lineup

The new general agency established by L. G. Spillman under the firm name of L. G. Spillman Company, with headquarters at Amarillo, Tex., will represent the Republic Fire of Pittsburgh, Fulton Fire of New York, Panhandle Underwriters of the Cosmopolitan Fire, Texas Indemnity and New Amsterdam Casualty.

Mr. Spillman is a native of Missouri, going to Texas in 1915. His first insurance employment was with the farm department of Cravens, Dargan & Co. of Houston. He soon graduated to a road job, which was interrupted by the world war. On returning to civil life he again became connected with Cravens, Dargan & Co. as special agent, in which position he traveled largely in the Texas panhandle.

Early in 1928 he went with the general agency of Floyd West & Co., at Dallas as assistant general agent.

#### Audit Bureau Manager Speaks

OKLAHOMA CITY, Jan. 22.—R. M. Miller, manager of the Oklahoma Audit Bureau, addressed the Associated Fire & Casualty Underwriters of Oklahoma City Saturday. He explained changes in the bureau rate schedule. The association voted to donate \$25 to the relief fund being collected during the extremely cold weather.

#### Stewart Resigns as Secretary

OKLAHOMA CITY, Jan. 22.—Sam Stewart has resigned as secretary of the Oklahoma Insurers. He had been acting secretary pending the appointment of a new secretary since the state convention last fall. President John Murray is considering a number of men for the appointment.

#### Texas Leads in Education

AUSTIN, TEX., Jan. 22.—Texas ranks first in the United States in effective

(CONTINUED ON PAGE 33)

# SIGNS OF

**Q** With constant vigilance, the General Agent is ever on the alert to protect the interest of his local agent and to work out the principles of the companies he represents for the benefit of the insurance public.

**J. L. DAVIS, INC.**  
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BIRMINGHAM, ALA.  
**COATES & RAINES**  
Arkansas  
LITTLE ROCK, ARKANSAS  
**L. B. LEIGH & COMPANY**  
Arkansas  
LITTLE ROCK, ARKANSAS  
**EDWARD BROWN & SONS**  
Pacific Coast and Rocky Mountain States  
SAN FRANCISCO, CALIFORNIA  
**COBB, MILLER & STEBBINS**  
Colorado, Wyo., N. Mex., Kansas and Utah  
DENVER, COLORADO  
**DALY GENERAL AGENCY, INC.**  
Colorado, Wyoming and New Mexico  
DENVER, COLORADO

**STANDART & MAIN**  
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DENVER, COLORADO  
**HURT & QUIN, INC.**  
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**A. H. TURNER**  
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**GEORGE L. RAMEY AGENCY**  
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LOUISVILLE, KENTUCKY  
**BLACK, ROGERS & CO., LTD.**  
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NEW ORLEANS, LOUISIANA  
**JAS. B. ROSS**  
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NEW ORLEANS, LOUISIANA  
**STECKLER-WAGNER, INC.**  
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**R. M. NEELY CO., INC.**  
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**J. H. GOOD GENERAL AGENCY**  
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KANSAS CITY, MISSOURI

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# THE TIMES

Just one of the ways the General Agent serves is to keep abreast of the swift-moving current of events--analyze changes, forecast probable results, and determine how the companies and agents in his territory will be affected.

REYNOLDS BROTHERS  
Nebraska, Colorado and Wyoming  
FREMONT, NEBRASKA  
W. S. WILKINSON  
North Carolina  
ROCKY MOUNT, N. C.  
AMERICAN AGENCY COMPANY  
Oklahoma  
TULSA, OKLAHOMA  
T. E. BRANIFF COMPANY  
Oklahoma, Texas and Kansas  
OKLAHOMA CITY, OKLAHOMA  
N. EWING COMPANY, INC.  
Oklahoma  
TULSA, OKLAHOMA  
E. J. HEAVNER & CO.  
Oklahoma  
TULSA, OKLAHOMA

PHIL GROSSMAYER CO.  
Oregon  
PORTLAND, OREGON

JOHN M. COGLEY, INC.  
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SIOUX FALLS, SOUTH DAKOTA

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DALLAS, TEXAS

T. A. MANNING & SONS  
Texas and Arkansas  
DALLAS, TEXAS

TREZEVANT & COCHRAN  
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DALLAS, TEXAS

FLOYD WEST & CO.  
Texas  
DALLAS, TEXAS

LOUIS E. ENGLISH, INC.  
Virginia and North Carolina  
RICHMOND, VIRGINIA

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## A STOCK COMPANY

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**Writes**

**Automobile (all covers)**

**Fire and Tornado**

**Plate Glass**

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## A HOME COMPANY

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Insurance Commissioner of In-  
diana for the protection of our  
policyholders.**

**Write us about our very elastic plan of Premiums by Installments**

**Doing Business in INDIANA, ILLINOIS, OKLAHOMA and MISSOURI**

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Aggressive  
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Represent the UNION.  
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**A REAL Agent's Company, BECAUSE we Co-operate with him;  
BECAUSE of our Home Office Location we can SERVE  
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TER, MORE EFFICIENT and PROMPTER  
AGENCY and CLAIM SERVICE than  
you get through other com-  
panies.**

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# The National Underwriter

THIRTY-FOURTH YEAR  
NUMBER 4

CHICAGO, NEW YORK, CINCINNATI AND SAN FRANCISCO THURSDAY, JANUARY 23, 1930

Office of Publication, 175 W. Jackson Boulevard, Chicago, Illinois

INDIANA INSURANCE  
DAY NUMBER

## Bawden Is Indiana Federation Head

### Bawden President

James A. Bawden, Indiana state agent of the American of Newark, was elected president of the Indiana Insurance Federation at the annual meeting this week. He was introduced by the retiring president, Elbert Storer of Indianapolis, manager of the Bankers Life of Iowa. Mr. Bawden had acted as vice-president of the Federation during the year and as such was general chairman of Indiana Insurance Day. Ross E. Coffin, manager of the insurance department of the City Trust Company of Indianapolis, was chosen vice-president and will be general chairman for 1931 Indiana Insurance Day.

Frank M. Chandler of Chicago, assistant manager of the Employers Liability group, who was president of the Federation seven years ago when Indiana Insurance Day was established, was present and stated that the sorry mess in which insurance found itself engulfed in the preceding legislature caused those in the business to see the necessity of working as a unit, eliminating trade fights in public and presenting a solid front when it came to legislation.

#### This Year Might Be Called

##### A Jubilee Occasion

This year Mr. Chandler said might be deemed a jubilee year because the insurance fraternity had secured a satisfactory agency qualification law and from an insurance standpoint the fraternity is harmonious in the state. Mr. Chandler three years ago gave a trophy to be awarded by a committee each year to that person in the state who had accomplished most for insurance. No life man has heretofore been honored by having the trophy awarded to him. This year, however, the award was given to Mansur B. Oakes of Indianapolis, who

(CONTINUED ON NEXT PAGE)

### NEW OFFICERS INDIANA FEDERATION

#### PRESIDENT

James A. Bawden, Indianapolis, state agent American of New Jersey.

#### FIRST VICE-PRESIDENT AND CHAIRMAN INDIANA INSURANCE DAY

Ross E. Coffin, Indianapolis, manager insurance department City Trust Company.

#### VICE-PRESIDENTS

Ralph L. Colby, Indianapolis, general agent, Franklin Life; J. J. Fitzgerald, Indianapolis, secretary Grain Dealers Mutual Fire; Julius H. Meyn, Hammond, vice-president First Trust & Savings Bank; R. C. Griswold, Indianapolis, manager Aetna Casualty; E. F. Johnston, South Bend, general agent Northwestern Mutual Life; Van Y. Duncan, Indianapolis, special agent Indemnity of North America.

#### TREASURER

A. L. Riggsbee, Indianapolis, manager insurance department Fletcher Savings & Trust Co.

#### SECRETARY

Joseph G. Wood, Indianapolis.

#### DIRECTORS

Life—Joel T. Traylor, Indianapolis, John Hancock Mutual; Paul W. Simpson, Indianapolis, Aetna Life; Fred M. Dickerman, Indianapolis, Guardian Life; L. D. Fowler, Ft. Wayne, Connecticut Mutual Life; L. C. Kigin, Terre Haute, New York Life; Hugh Bridges, Indianapolis, Travelers; W. H. Tennyson, Indianapolis, Mutual Benefit Life.

Fire—C. O. Bray, state agent Hartford Fire; Myron S. Harlan, Indianapolis, manager insurance department State Savings & Trust Company; C. D. Lasher, state agent Home of New York; W. J. Henshaw, special agent Commercial Union Companies; James R. Stevenson, state agent Yorkshire; N. A. Wagner, state agent Hudson.

Casualty—Edward B. Donaldson, Indianapolis, G. L. Ramey Agency; F. T. Fairchild, Indianapolis, Union Indemnity; Oscar L. Mummert, Indianapolis, London Guarantee & Accident; Howe S. Landers, Indianapolis, Metropolitan Casualty; F. P. Davis, Indianapolis, Travelers Indemnity; Baxter V. Havens, Indianapolis, Hartford Accident & Indemnity; E. L. Stephenson, Indianapolis, Fidelity & Casualty.

Local Agents—H. L. Barr, Indianapolis; George W. Fishing, Fort Wayne; Glen Woodward, Bloomington; F. A. Tedford, Lafayette; Atwood L. Jenkins, Richmond; Chris Zoercher, Tell City; Barrett Woodsmall, Indianapolis; Joseph W. Stickney, Indianapolis.

Attorneys—C. F. Merrell, Indianapolis; William L. Taylor, Indianapolis; Burrell Wright, Indianapolis.

Fraternal—John C. Snyder, Crawfordsville, supreme chief Tribe of Ben Hur; George E. Hopkins, Indianapolis, director Modern Woodmen.

Insurance Commissioner—C. C. Wysong.

### Indiana's Big Day

Indiana Insurance Day has become one of the fixed points in the insurance activities of the year. With the idea of devoting one day a year in which to focus the minds of those in the business themselves and the public on insurance, the Indiana Insurance Federation seven years ago inaugurated Indiana Insurance Day. The program is packed into one day's proceedings. This year the registration, character of program and interest were equal to those of recent years.

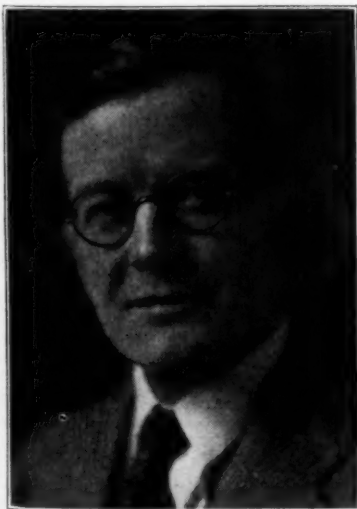
At the morning sessions the fire and casualty people convened in one room and the life in another. The life conference takes on the complexion of a sales and educational congress. The life people turn out generously to their meetings and derive much benefit from them. At noon a luncheon was given followed by talks and then the Indiana Insurance Federation held its annual meeting. The life people held meetings both morning and afternoon. The executive committee of the Indiana Association of Insurance Agents met in the afternoon. The grand windup was seen in the banquet at which there is always a large attendance.

#### Those Who Were Main Factors in the Enterprise

This year Elbert Storer of Indianapolis, manager of the Bankers Life of Iowa, was president of the Federation. James A. Bawden, state agent of the American of Newark, was general chairman of Indiana Insurance Day and as such had the responsibility of mapping out programs and arranging for the activities.

At the fire and casualty meeting Mr. Bawden opened the conference and introduced Barrett Woodsmall, president of the Indianapolis Fire Agents' Association, who presided. There were three

(CONTINUED ON PAGE 30)



JAMES A. BAWDEN  
President Indiana Insurance Federation



ROSS E. COFFIN  
Chairman Indiana Insurance Day



ELBERT STORER  
Retiring Federation President



JOSEPH E. WOOD  
Secretary Indiana Insurance Federation

# INDIANAPOLIS LIFE INSURANCE COMPANY

GROWING STEADILY

THE Indianapolis Life Insurance Company was founded in 1905, twenty-four years ago, with the expressed object of providing for its members safe Legal Reserve Life and Endowment Insurance at the lowest cost.

The organizers believed in the mutual principle—that the institution of Life Insurance represented the estates of millions of widows and orphans, held in trust, administered for them, giving them the benefits of the savings and profits—not an institution to be dominated and controlled for personal profit.

The business of Life Insurance was soundly established; its fundamental principles so clearly defined that there was no necessity for new experiments. This Company made none. It adhered strictly to the course tested and followed by the better companies, and it studiously avoided the mistakes that had developed in the business practices, which resulted in waste of the Policyholders' money.

The organizers of the Company were convinced that by sound principles and practices, and careful, conscientious management, a generous reduction in premium rates was possible.

From a modest beginning, the Company has developed into the successful, fine grained institution it is today. It has never entered any race for size. It is essentially a Policyholders' Company. Its service is based on the idea that mere bigness is of no advantage to Policyholders. A normal, healthy growth is all that we strive for. QUALITY is of more importance than volume.

The Company is owned by and operated for the sole benefit of its Policyholders. There are no Stockholders to divert savings and profits from policyholders. It is operated for protection, not for speculation. It cannot be bought, traded or sold. The ownership of the Company is vested in perpetuity in the whole body of Policyholders.

It makes no appeal for Health or Accident Insurance. Its business is LIFE INSURANCE. Its mortality experience, therefore, is very low—less than 40 per cent of the expected.

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Period for Unskilled Solicitor  
in Insurance

### IS SPEAKER AT BANQUET

Serious Economic Waste Is Involved  
in Appointment of Incompetents,  
Official Declares

Persons will experience increasing difficulty in getting into the insurance business without special fitness for it, Commissioner Howard P. Dunham of Connecticut, president of the National Convention of Insurance Commissioners, said at the banquet held in connection with observance of Indiana Insurance Day at Indianapolis this week.

"Insurance companies are picking persons to represent them in the field with greater care than ever and training them for the task of selling insurance intelligently," Colonel Dunham said. "Incompetent insurance agents constitute a serious economic waste, and the realization of this fact by the insurance business is making it more and more difficult for drifters who have failed in other fields to become insurance salesmen. The time will soon come when it will be a high privilege to sell insurance and only the fittest will be chosen."

### Race Now Is for Swift and Alert Agents

"So vast are the changes taking place in the insurance business that an agent who is not alert, who is not a keen student of the business, who does not keep step with the times, will find himself outdistanced."

"It has been pointed out that insurance is more and more approaching the status of a profession. This is a recognition of the fact that insurance is more than just a business. And most men and women who sell insurance are not mere peddlers of insurance policies. That is why Insurance Day is such a significant event. An insurance agent who does not appreciate the fundamental beneficence of insurance, who merely thinks in terms of premiums and commissions, is unworthy of the high calling of insurance salesmanship."

### Insurance Touches Life at Most Dramatic Points

"The beneficent nature of insurance is known to millions of people from actual experience. It touches life at its most dramatic points. It comes to the aid of people when aid is most needed. It enables people to go on with the business of living after dire catastrophe has afflicted them. But for insurance many a family could not be kept together after the breadwinner has gone. It engenders peace of mind in a world in perpetual turmoil."

"Think of the assurance which it gave to countless number of persons who lost nearly everything in the crash of stock market prices when they thought of the insurance they carried! Insurance stood forth like the bulwark it is, proclaiming that all was not lost. It used to be said that nothing was certain but death and taxes; I would amend the maxim to say, 'nothing is certain but death, taxes and insurance.' "Insurance companies receive, but they also give. Untold millions have been given by the insurance companies of the country to promote public wel-

## Banquet Speaker



COL. HOWARD P. DUNHAM

Col. Howard P. Dunham, Connecticut insurance commissioner and president of the National Convention of Insurance Commissioners, was one of the chief speakers at the banquet given at the close of Indiana Insurance Day at Indianapolis.

## Bawden Is President of Indiana Federation

(CONTINUED FROM PAGE 27)

is head of the Insurance Research & Review. Mr. Oakes has done yeoman service for the life insurance men of his state. He has gotten up the program for the life insurance meetings and contributed greatly to the onward movement of the business in Indiana. Mr. Chandler therefore awarded him the trophy this year.

At the last meeting it was suggested that the Indiana Insurance Federation be incorporated and that similar steps be taken for Indiana Insurance Day. The committee recommended that the Federation be incorporated but disapproved of Indiana Insurance Day being incorporated. The report of the committee was adopted. Secretary Joseph G. Wood in his report said that the organization has 86 "key men" in the 92 counties of the state. The federation furnished speakers for various organizations and has rendered service in many directions to the insurance people and the public.

H. L. Barr, chairman of the legislative committee, reported that 41 bills were introduced in the 1929 Indiana legislature affecting insurance. Twelve of these passed. Outstanding among them were the agency qualification law; recodification of the workmen's compensation laws; broadening the investment powers of the Indiana life companies and the individual drivers' license law. Some outstanding obnoxious bills were defeated. The report stated that in general the session as far as insurance is concerned was entirely satisfactory.

fare. We are all familiar with the contributions they annually make.

"The agent has a great responsibility. The company looks to him to protect its interest, and the client trusts him to see that he is adequately protected. Insurance Day is a good time to rededicate yourself to the high mission of insurance."

### Indianapolis Office Opened

The Public Indemnity has opened a service department in Indianapolis in charge of Sherman Leseth, at 309 West Washington street. James G. Crenshaw, who is temporarily at the Chicago office, will assist him.



## Cooperative Work Urged by Storer in Annual Report

President Elbert Storer of the Insurance Federation of Indiana gave his annual report at Indiana Insurance Day. He told of the advantage of the cohesion of the various insurance interests in meeting with legislative problems. This has proved a most effective way of protecting insurance at the ses-

sions of the state legislature. He said that insurance asks for little legislative-wise except to be left alone. "It does not oppose fair taxation nor reasonable regulation. The insurance federation is dedicated to the principle of opposition to the state or nation becoming an underwriter of insurance hazards of any description other than in the time of war for the protection of soldiers and sailors. Our legislative program is open and aboveboard as it is our duty to be on the alert and to keep in mind that the next legislative session is less than one year away."

Last spring the Indianapolis Association of Life Underwriters combined

its secretarial work with the federation, thus increasing the efficiency of both bodies and reducing the cost. The Indiana Federation is attempting to make similar arrangements with other insurance organizations that participate in Indiana Insurance Day. Mr. Storer said far better results would be obtained if these organizations were more effectively affiliated and a definite plan followed for their upkeep and promotion. In the case of the federation, its income is not quite enough to finance it but if combination arrangements were made with the other association it could now maintain a permanent office, an all time stenographer and a part time sec-

retary. It could also serve as a meeting place for committees representing the various insurance organizations and as a place for maintaining an insurance library. Civic organizations are constantly asking for speakers and for material on various articles pertaining to insurance. A combination of all insurance organizations would be able to render this needed service.

The treasurer of **Indiana Insurance Federation** showed a bank balance of \$2,747.87.

A dance was given Monday evening under the auspices of the **Indianapolis Fire Agents' Association**. This was attended by members of the families of insurance men and many office employees.

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## Indiana Insurance Men Observe Their Big Day (CONTINUED FROM PAGE 27)

speakers—David Benjamin, a local agent at Springfield, Ill.; R. W. Reynolds of Fremont, Neb., special representative of the Federal Surety of Davenport, and C. A. Ludlum of New York, who recently retired as vice-president of the Home.

### Luncheon Program Had Two Set Speakers

Atwood Jenkins of Richmond, president of the Indiana Association of Insurance Agents, presided over the luncheon. Judge James E. Deery, city attorney, gave the welcome on behalf of the city. There were two speakers—W. W. Klingman, second vice-president Equitable Life of New York, and R. P. DeVan of Charleston, W. Va., former president of the National Association of Insurance Agents. Mr. Jenkins in a few remarks stated that the public should be given the plain facts as to insurance and there should be no misleading advertising used.

At the life meeting in the morning Paul W. Simpson, president of the state association, opened the proceedings and introduced J. T. Traylor, president of the Indianapolis association. Russell S. King, manager of the Union Central Life and the chairman of the program committee was introduced. There were two speakers, Frank Robinson, branch manager, Mutual Life of Canada at Toronto, and Paul W. Cook of Chicago, instructor of agents, Mutual Benefit Life. There were reports from various local associa-

## Resolutions Adopted

RESOLVED, that we heartily approve the passage of the agency qualification law by the legislative assembly and we propose to assist the insurance commissioner of Indiana in the enforcement of the act and we offer our good services to assist in any way we can in making its procedure and machinery capable of being handled with ease and dispatch.

RESOLVED, that we support and promote the growing tendency of inaugurating the subject of insurance as a study in our educational institutions.

WHEREAS, the inadequateness of our Indiana laws relative to receiverships and liquidation of insolvent insurance companies and associations has been called to the attention of the public by this organization many times and whereas the insurance department of the state of Indiana has advocated strengthening of our laws in this respect from time to time:

RESOLVED, that we advocate the strengthening of our receivership laws so that better uniformity and simplification of procedure in the appointment of receivers and the liquidation of insurance companies and associations in Indiana may be brought about.

RESOLVED, that the president appoint a committee of competent persons from this organization to study the question of a complete recodification of the insurance statutes of Indiana, with instructions to report back to this body at the next annual meeting.

tions. In the afternoon M. B. Oakes of Indianapolis conducted a seminar.

Mr. Benjamin in his talk on agency collections declared that local men should cease following slovenly and careless methods in collecting premiums. He said that any office would be surprised if it had drawn off a list of accounts over 60 days old. He called attention to the fact that a number of public utility concerns make a carrying charge if payments are delayed. On the bill is an

amount stated which will be accepted if paid by a certain date. After that a 10 percent carrying charge is successfully employed.

Mr. Benjamin declared that at present local agents are practically bankers for their customers. This frequently forces agents to be delinquent in the payment of balances to their companies. Mr. Benjamin explained that in sending out invoices to his customers he had a stamp on each explaining that a 10 percent

carrying charge would be added to the premium if payment were delayed beyond 30 days. This was a bold and drastic move for one agent in a city to make as other agents did not follow the plan.

He said that the result showed increased collections of 57 percent. The agency lost two accounts but secured another large order when the system was explained to a dealer in fur coats as he adopted the method of charging interest on deferred payments. Mr. Benjamin's project gave him the idea and he rewarded the Benjamin Agency by giving it all his insurance. Mr. Benjamin stated that the gross amount of business an agency did might be no criterion of its success. The real success comes from net profits. He asserted that the older an account gets the more difficult it is to collect.

### Result of Collection Plan Is Gratifying

Mr. Benjamin stated that people go into some stores knowing that they can get no credit. They always have the cash to pay for purchases. They go into other stores and buy on credit. Finance companies charge interest when they loan money to purchasers of automobiles who buy on the deferred payment plan. Mr. Reynolds said that the representation of a life company is educational because when one sells life insurance either the premium is paid in cash or a note is given. He said field men spend large amounts of time and money in collecting the delinquent balances. This would be greatly minimized if the agents collected their premiums promptly.

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## Ludlum Views W.U.A. in Line with Trade Practice

Formation of the Western Underwriters Association to absorb the old Western Union and a large number of Western Insurance Bureau companies is a "statesmanlike, wisely conceived action," Clarence A. Ludlum, retired vice-president of the Home of New York, declared at Indianapolis in his address at Indiana Insurance Day. Mr. Ludlum compared this cooperative effort with the individualistic, competitive method of writing fire insurance which was the rule 40 years ago when he entered the business, and which continued for a long time. The "trade association" idea under which competitors write for economical savings and, perhaps to avoid destruction of their business, has been a gradual growth from those early days, Mr. Ludlum says. Such a movement is not to destroy competition, but to formulate constructive programs, to unite on common matters, consider new opportunities and shifting conditions, denounce and discourage harmful, wasteful or otherwise bad practices, and develop fair and advantageous practices.

### Insurance Early Was Forced to Organize for Strength

"Our own business, probably because of the fact that in many cases an insurance buyer simultaneously holds the policy contracts of a number of companies covering the same subject, was constrained to organize for cooperative and uniform practices earlier and to a more general extent than most other lines of business. Indeed, such associations, or 'trusts' as they were misunderstoodly called, were rather looked upon with aversion or suspicion, and were even made the subject of public or judicial reprobation.

"Now, however, the trade association idea has, as I say, come to be recognized as salutary and commendable when conducted within the law. It has even been so favored as to be named in the report of a survey of recent economic changes made by a committee appointed by the President as one of the influences and developments which have contributed to our economic well-being and have helped to weld the people of the United States into a new solidarity of thought and action.

### Services of Federal Trade Commission Not Needed

"It is said that every business and industry needs a trade practice conference, and that is just what each meeting of our various insurance organizations really is.

"I cannot refrain here from asserting my convinced opinion that the recent formation of an expanded, unified, more inclusive underwriters' association here in the middle west is notably a statesmanlike, wisely conceived action. It is directly in line with the trend in other lines of industry to federate and coordinate; it unites worthy men and capable minds instead of separating them into class-conscious groups more or less suspicious of each other and accordingly dodging actual or imaginary bricks from the other camp.

"Call it a merger, an absorption, an amalgamation, a coalescence or an enascent creation—what you will—the fact remains that there is union where there was disunion, association where there was severance and accord where there was variance. Can it be reasonably questioned that this will make for greater potency for good to those in the business itself, and more efficiency to serve the public and the expanding needs of commerce and industry?

### Not a Popular Business Selling a Necessary Evil

"We who are (or have been) engaged in the business of insurance, dolefully recognize the fact that it is not popular. This does not apply to life insurance, probably because those who buy and pay for it feel that they, or some in whom they are interested, will some time get something for their money. Other kinds of insurance are regarded as essential—people do not dare do with-

out them—but they are too generally regarded as a sort of necessary evil, involving parting with money without getting anything in return in the great majority of cases, except an abstract sense of protection against disastrous pecuniary loss in event of certain contingencies.

"Even those in other business and industries have too generally displayed slight, if any, kindly consideration of the insurance business or sympathy with its problems.

"Perhaps this cannot ever be wholly changed for the psychological reason I have alluded to, but it is, I believe, a matter for sincere congratulation to all who are in the insurance business that insurance is included in the list of the major departments of the Chamber of Commerce of the U. S. A., with a competent staff and a standing committee giving attention to its concerns and coordinating it with other branches of American commerce and industry.

### Finds Chamber's Interest in Insurance Is Valuable

"One of the firmly asserted principles of the national chamber is in opposition to the assumption by government of the conduct of business or its entrance into the field of any business which can be successfully undertaken and carried on by private enterprise. It also deprecates excessive, restrictive and hampering regulation or control of private business, while freely admitting the propriety of the fullest investigation by government of anything which there is reason to suspect is in violation of law.

"While the business of insurance cannot, of course, be treated or regarded as a 'star boarder,' neither is it considered as an 'Ishmaelite,' as is too often, I fear, the subconscious attitude of mind in other businesses towards yours,—excepting, as I say, life insurance.

"I do not hesitate to say that I believe that it is a fortunate thing for your business, in general and in particular, that its interests, subject always of course, and rightly so, to the proper interests of general business and of the public, are a concern of that eminent, highly regarded national business institution.

### Urges Cooperation of Local Organizations in This Work

"There must be many here who are members of local or state commercial bodies, or of trade organizations which are members of the national chamber. To each one, let me say, speaking as a director of the institution, you will be doing a worth while service if you will urge your organization to see to it that every referendum sent out by the national chamber has consideration and that its vote is sent in pro or con on each question thus submitted. Only thus can the national body ascertain the opinion of American business so that it may warrantably express it.

"Some of the matters submitted may seem to have no significance to a local body, but what community or what business is so independent of other affairs or of economic developments that it may not be affected by the policies which the Chamber of Commerce of the United States may advocate as the view of American business?

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## News of States in the Southwest

(CONTINUED FROM PAGE 23)

work in teaching fire prevention as a regular course of study in the public schools, T. A. Fleming of the National Board told Commissioner J. W. DeWeese.

Mr. Fleming and Eugene Sanders, director of fire prevention of the department, have just completed an inspection tour of the Rio Grande Valley, visiting every town in that section and addressing thousands of school children and citizens on fire prevention.

## Dallas Loss Record Lower

DALLAS, TEX., Jan. 22.—The December, 1929, fire losses here were \$25,000 less than in 1928, making the reduction for the year \$54,837. Fire Marshal Jack Thompson stated that he expects the state fire insurance commission to give Dallas a credit of 6 percent, amounting to about \$200,000 reduction in premiums, due to the favorable record.

## Dallas Agencies Merged

The Federal Insurance Agency, established in 1925, and the I. Reinhardt & Son general agency, established in 1888, both of Dallas, have merged under the name of I. Reinhardt & Son. Combined offices are maintained in the First National Bank building under the joint management of Charles R. Tucker and J. S. Lander, both insurance men of long experience.

## Improvements Cut Key Rates

The city council of Liberty, Tex., has purchased the waterworks system and let plans for its complete rehabilitation and extension, with the purchase of considerable additional fire-fighting equipment. As a result of these major improvements, the city expects a decrease of 40 percent in its key rate.

Installation of a new 500,000-gallon storage tank at Vernon, Tex., resulted in a drop of 5 cents in its key rate, making the new figure 24 cents, a drop of 12 cents in the past three years.

## Tulsa's Per Capita Loss Low

TULSA, OKLA., Jan. 22.—A 75 cent average per capita fire loss for Tulsa in 1929 is shown by the National Board report just received. The report further showed a 99 cent average for the last four years, which brings Tulsa into prominence among cities of its size. The Tulsa record for 1929 was excelled in Oklahoma only by Okmulgee, which was estimated at 68 cents. The per capita loss in Muskogee was \$4.

## Texas Notes

The Alamo school at Brenham, Tex., fully insured, was damaged by fire Thursday, with loss of \$25,000.

Dust explosion caused the firing of several buildings at Munday, Tex., with loss of nearly \$100,000, almost covered by insurance.

The plant of the Southwest Tablet Manufacturing Company at Dallas was destroyed by fire of unknown origin. The loss was \$125,000.

Farmersville, Tex., suffered its first fire loss of consequence in three years when the McCain dry goods store sustained damages of \$25,000.

The city of Fort Worth, Tex., paid \$135 for fire extinguishers to be placed in the city hall, as a result of which the insurance companies returned the city \$260 on its fire insurance premiums.

George S. Williams of Amarillo, Tex., regional vice-president of the Texas Association of Insurance Agents, and long active in that organization, was married recently to Mrs. Vera Saltee Williams of Waco, Tex.

Dallas county secured its first conviction for arson in five years Wednesday when Fred H. Nelson was given two years in the penitentiary in connection with the burning of a confectionary store last October.

Loss from fire at Paris, Tex., which wrecked one building and badly damaged a neighboring hotel, may run above \$100,000. A block-long automobile sales agency, the offices of the Paris & Mount

Pleasant Railway and several cotton brokers are the heaviest losers.

The Highland Park Methodist Church, a barber shop and grocery store and several homes in Fort Worth, Tex., were badly damaged by fire. A stiff north wind swept the flames from structure to structure, in spite of the steady stream of water from hose lines laid by the fire department.

Arrest of seven persons for questioning, and virtual confession of one, adjudged a pyromaniac, seem to explain the burning of more than \$75,000 of property at the little town of Cedar Hill, Tex., in the last six weeks. Two girls, three homes and three business structures have burned and the populace has been terrorized at the threat of further fires.

## Oklahoma Notes

T. E. Braniff has been made a director of the First National Bank Trust Company of Oklahoma City.

C. T. Ingalls, manager of the Oklahoma Inspection Bureau, left Friday to spend a week or ten days in New York.

Four business buildings and a warehouse at Anadarko, Okla., were destroyed by fire with loss estimated at \$35,000, almost covered by insurance.

R. M. Eacook of the R. M. Eacook agency was appointed to represent the Oklahoma City chamber of commerce on the board of directors of the local Boy Scouts.

Meetings of the executive committees of the Oklahoma Fire Chiefs and Oklahoma Firemen's Associations, scheduled for Jan. 18-19, were postponed indefinitely because of the inclement weather.

Loss of nearly \$100,000 was estimated to have resulted from a blaze that destroyed the First Christian Church at Lawton, Okla. Insurance to the amount of \$30,000 was said to have been carried.

## Arkansas Notes

Articles of incorporation have been filed by the Security Investment Insurance Agency of Fayetteville, Ark. Roy Williams, Bert Watson and Henry Walker are incorporators.

The Andrew Rose Insurance Agency at Texarkana, Ark., has been sold to the Martin Insurance Agency. Mr. Rose plans to devote all his time to his personal affairs and his real estate and loan business.

Robert W. Newell, vice-president, secretary and manager of the insurance department of W. B. Worthen Company, bankers, has resigned to become associated with Cunningham & Co., fire insurance agents of Little Rock. He has been in the insurance business there since 1900 and was president of the Arkansas Association of Insurers in 1928.

## Southern States Local News

## LIST FIRE PREVENTION PLANS

Georgia Association of Insurance Agents Confers with Field Men Regarding New Program

MACON, GA., Jan. 22.—Closer cooperation between the Georgia Association of Insurance Agents and special and field men of the state in the promotion of a major fire prevention program was discussed at a conference here.

The proposed program, as outlined by T. Ayer Hatcher of Macon, chairman of the fire prevention committee of the Georgia association, calls for (1) an educational campaign among the school children; (2) the annual presentation of a loving cup to the city in Georgia having the lowest fire record; (3) a newspaper educational campaign, and (4) increased firemen's efficiency.

Four groups of cities would compete for the loving cup under the plan outlined: (1) Those under 2,500 in population; (2) those between 2,500 and 10,000; (3) those between 10,000 and 20,000 and (4) those above 20,000.

Clarence Ruse, vice-chairman of the association, presided over the meeting and a joint committee will study the proposed program further.

## Announce Virginia Department Lineup

Myron E. Bristow, new Virginia commissioner of insurance and banking, will

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look after the administration of the banking end of the bureau as he did before insurance and banking were combined and placed under supervision of the state corporation commission. George A. Bowles, deputy commissioner, will have charge of insurance administration. Mr. Bristow succeeds T. McCall Frazier, who became state motor commissioner after filling the office of commissioner of insurance and banking barely more than two months. Mr. Bowles recently resigned his seat in the Virginia legislature to accept his new post. He had been in the house continuously since 1916.

#### VIRGINIA FIELD CLUB HOLDS ITS MEETING AT ROANOKE

ROANOKE, VA., Jan. 22.—Further attention was given the question of certain agencies reported to be representing mutuals along with their stock connections at the quarterly meeting of the Fire Insurance Field Club of Virginia in Roanoke. A report from a special committee on the matter was deferred to the April 8 meeting owing to the absence of its chairman. A final report from another special committee which has been investigating the advisability of adoption of the plan of inspecting towns in operation in the middle west is also expected at the next meeting. A special meeting will be held in Richmond for the purpose of outlining to the field men the changes in the rates and forms which the state corporation commission is expected to promulgate soon. This meeting will be held as soon as practicable after the commission takes action.

Vice-president Malcolm F. Jones, American of Newark, presided at both the business meeting and banquet in the absence of President T. H. DeGraffenreid.

#### LOVENTHAL REELECTED AS NASHVILLE EXCHANGE HEAD

NASHVILLE, TENN., Jan. 22.—The Insurance Exchange of Nashville, the name under which the old Nashville Board was rebaptized in December, held its first annual meeting last week. Officers for the coming year were elected as follows: Charles B. H. Loventhal, president; L. B. Corley, vice-president; Irvine G. Chase, W. I. Edwards and Balie Gross, executive committeemen. The position of secretary, now being filled by a substitute for William Winter Lyon, was left as now arranged until Mr. Lyon's return from a tour of the world.

The exchange has been considering the establishing of a clearing house for the benefit of its members in handling policies cancelled for non-payment of premiums, as well as for the collection of the accumulation of small items that necessarily clog up the books of an agent, both items, however, to be handled at the discretion of the member, and only when filed with the clearing house with instructions as to final disposition. Incidents of an assured "riding" agents, in going from one to the other and securing a full year's protection without paying any premium whatsoever, brought the matter up and the plan, while not complete, is being worked out.

#### Strickland Again General Agent

Charles G. Strickland is reentering the fire general agency field with the Chi-

cago Fire & Marine and the Liberty Bell, with offices in the Atlantic Bank building, Jacksonville, Fla.

For many years Mr. Strickland acted as general agent for a number of companies but left the business in 1927. Early in 1929 he became state manager of the National Surety in Florida and will continue in this capacity for that company aside from the general agency work.

The new firm will be known as Chas. G. Strickland, Inc., and for the present will confine its activities to Florida. Several plants have already been made and before the end of the year these companies should have a good representation throughout the state. The new offices will be ready about Feb. 1.

#### Form New Fire Prevention Bureau

Sponsored by the fire department, and with the chamber of commerce, the junior chamber of commerce and the safety council cooperating, the Chattanooga fire prevention bureau has been organized. James Southall, commissioner of labor and fire, heartily endorses the movement, tendering the services of the resident state fire marshal in the work.

The affairs of the bureau will be conducted by an advisory council made up of Fire Chief W. M. Toomey, Fire Commissioner Eugene Bryan, Ira P. Jones of the Tennessee Inspection Bureau, and B. H. Martin of the Tennessee Electric Power Company. An active field squad will handle the details of the bureau. At the suggestion of Fire Chief Toomey, Will S. Keese, a prominent local agent, has been made assistant secretary of the bureau.

#### Organize Pitt County, N. C.

The Pitt County Insurance Exchange was formed at a meeting at Greenville, N. C., with 89 attending from Greenville, Farmville and other places in the county. William W. Lee of H. A. White & Sons, Greenville, was made president, and William H. Bradsher, Greenville, secretary-treasurer.

Sam Ruffin, Raleigh, president of the North Carolina Association of Insurance Agents, and Louis M. Connor, chairman of the association's public relations committee, attended the meeting.

#### Virginia Agencies Incorporate

W. L. Pierce, who for many years has been operating an agency at Christiansburg, Va., under his own name, has incorporated under the style of W. L. Pierce Insurance Agency, with himself as president. J. H. Thompson, Sr., is vice-president, and J. H. Thompson, Jr., secretary.

Two new Virginia agencies also incorporated, the Louisa Insurance Agency of Louisa, Va., with H. P. Porter, president; Roy C. Fisher, vice-president, and B. V. Boxley, Jr., secretary, and the National Insurance Agency of Norfolk, with Harry H. Kanter, president; T. J. Amelsson, vice-president; Charles H. Hines, secretary.

#### Watch Mississippi Legislation

JACKSON, MISS., Jan. 22.—Insurance men are watching the present session of the legislature with interest. In a search for additional revenue an additional tax on insurance premiums has been suggested. A bill has been introduced to penalize insurance companies for failure to settle claims within 30 days.

#### Drop Qualification Bill in Kentucky

LOUISVILLE, Jan. 22.—Following a series of conferences in Louisville as between the companies and local agents of Kentucky, it was decided by the

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agents not to introduce at the present session of the legislature a proposed agents' qualification bill. This action, it was said, was in the interest of harmony in the fire insurance business. It is understood that company interests were opposed to such legislation.

#### Inspect South Pittsburg, Tenn.

The Tennessee State Fire Prevention Association will inspect South Pittsburg Friday. A public luncheon meeting will be held. Talks will be made by representatives of the association in the various schools, at which members of the Parent-Teachers Association will be present.

#### Sowers Opens Own Agency

W. C. Sowers, vice-president of Acree & Peck agency of Lynchburg, Va., for the last three years, has resigned and opened an agency of his own in that city. He formerly operated his own agency before joining Acree & Peck.

#### Nixon Conducts Membership Drive

AUGUSTA, GA., Jan. 24.—Scott Nixon, Augusta local agent and secretary-treasurer of the Georgia Association of Insurance Agents, will spend from Jan. 24 to February 1 covering the state in his car, soliciting prospective members for the Georgia association. At different points Mr. Nixon will be met by other members of the association who will aid him in the work.

The mid-winter meeting of the executive committee of the Georgia association will be held about Feb. 15 in Augusta.

#### Plan Regional Meeting at Jackson

NASHVILLE, TENN., Jan. 22.—The Tennessee Association of Insurance Agents has in mind a regional meeting at Jackson in the early spring. While the meeting will probably be only for one day, Jackson now has a splendid new hotel and a two-day session could be cared for if it were thought best. The plans have not been worked out but the officers will soon have the matter up with the Jackson agents. Walter Bell of Belts is chairman of the membership committee and if the meeting is held it will be in his hands. Mr. Bell is known to insurance people the country over as one of the best fire prevention commissioners the state ever had.

#### Sprinkler Leakage Loss

LOUISVILLE, KY., Jan. 22.—A 110-foot metal, outside smokestack, which came down in a snowstorm at the Louisville Old Inn hotel the night of Jan. 17, crushed a part of the roof, and set off sprinklers, which flooded much of the building. Damage was estimated by the management at \$10,000 or more.

#### Would Reinstate Non-Boarders

BIRMINGHAM, ALA., Jan. 22.—The Birmingham Fire Insurance Exchange at its last meeting voted to petition the Southeastern Underwriters Association to reinstate the Public Fire of Newark and the Merchants Fire of New York as members.

The two companies are represented in Birmingham by the Allen Glover agency, against which complaints had been made of making rates not in line with tariff regulations. The Birmingham Exchange has been notified that the two companies are willing to accept membership and Mr. Glover has signified a willingness to abide by the rate schedule of the S. E. U. A. provided such service is furnished him.

#### Croom Heads Mobile Board

MOBILE, ALA., Jan. 22.—W. W. Croom was elected president of the Mobile Board at the annual meeting to succeed E. F. Adams, Jr., who has held the post for two years. Other officers elected are: vice-president, Peyton Norville; secretary-treasurer, Joseph P. Bullock; grievance committee, Tom Moore, W. W. Boyles and Beverly R. Wilsen. The board has a membership of 33.

#### Jacksonville Rates Cut

JACKSONVILLE, FLA., Jan. 22.—Fire insurance rates here have been reduced \$25,000 to \$30,000. A new schedule published by the Florida Inspection & Rating Bureau calls for a credit of 5 cents

a hundred on all buildings and contents within 500 feet of a standard hydrant on the city's separate high pressure system.

### Virginia Notes

Loss estimated at \$300,000 resulted from fire which swept the plant of the Lee Baking Corporation at Winchester, Va.

Loss from fire which swept the Fuller Bros. building in Norton, Va., housing the Norton Bargain Store and the Fair store, is estimated at \$60,000, partly covered by insurance.

Samuel W. Zimmer, president of the Petersburg Fire, has been reelected president of the Petersburg Savings & American Trust Company. Robert W. Pichard, Jr., vice-president and manager of the Petersburg, was also reelected a director of the bank.

### Kentucky Notes

Fire loss of \$63,000 was reported from Jackson, Ky., in a blaze which destroyed the general store of J. H. Johnson, building loss being estimated at \$40,000.

## ON THE PACIFIC COAST

### HOME LEADS SAN FRANCISCO

L. & L. & G. Ranks Second in 1929  
Premiums According to Early  
Returns—Aetna Third

SAN FRANCISCO, Jan. 22.—While all companies have not yet completed figures for the last six months of 1929 on fire premiums in San Francisco, indications are that these premiums will exceed the same period of 1928 by several thousand dollars. For the last six months of 1929 these premiums will undoubtedly total close to \$2,950,000, compared with a total of \$2,907,941 for the last six months of 1928.

SAN FRANCISCO, Jan. 22.—A partial return indicates that the Home of New York will again be the leader for San Francisco city fire insurance premiums with a volume of \$217,826 for 1929, compared to \$223,060 in 1928. The Liverpool & London & Globe which ranked second in 1928 with premiums of \$203,987 will undoubtedly occupy the same position for 1929 with premiums of \$207,641. The Aetna which held third place in 1928 with premiums of \$196,289 again ranks third with an increased income of better than \$10,000, its total on city premiums for 1929 being \$206,591.70. The Fireman's Fund again comes fourth with premiums of \$175,097 against \$182,087 for 1928. The United States Fire will show an increase of approximately \$20,000 in premiums on city business for 1929 making its total \$173,220 which will again give it fifth place which it occupied at the close of 1928 with a figure of \$153,311.

Of the companies whose final figures are available it would seem that the following in addition to those enumerated are leaders for 1929 on San Francisco city fire premiums:

	1929	1928
Continental .....	\$137,886	\$122,589
Hartford .....	137,428	108,334
North America .....	118,224	120,709
California .....	109,742	81,938
Globe & Rutgers .....	104,740	103,298
National Union .....	104,298	117,683
Royal .....	103,082	98,900
North Brit. & Merc. ....	102,060	99,092
Millers National .....	99,345	107,339
Fire Association .....	97,281	89,881
Niagara .....	89,244	99,957
Security .....	85,804	73,951
Norwich Union .....	83,540	81,748
Northern Assur. ....	83,295	77,078
Pacific National .....	82,983	41,568
Fidelity Phenix .....	82,650	87,129
London Assurance .....	78,610	87,099
New Zealand .....	73,209	75,363
Atlas .....	71,145	70,439
Oglethorpe Under. ....	71,838	47,724

Marsh & McLennan-J. B. F. Davis & Son has been admitted as a member of the San Francisco Brokers Exchange.

and stock loss \$23,000, with insurance of two-thirds the value.

Lowry Watkins, head of the Pirtle Weaver & Menefee agency, Louisville, was taken to the Jewish Hospital, Louisville, for an operation for appendicitis. It was not an emergency case and not considered dangerous.

Two Louisville local agents, Edward J. Miller and Richard R. Williams, were added to the directorate of the Morris Plan Bank, Louisville, at the annual meeting. Mr. Miller is also president of the Louisville Water Company.

Thomas Guest was sentenced to five years imprisonment and his son-in-law, Matthew Rath, three years, in criminal court at Louisville on arson charges in connection with burning of a house belonging to James T. Guest, son of the older man.

### Southern Notes

The Concordia, the remaining company in the office of P. F. McAnnally, Public Fire agent at Augusta, Ga., has retired from his office.

Dowdell Brown, southern manager of the Commercial Union, has been elected a director of the Citizens & Southern National Bank of Atlanta.

In an effort to lower insurance rates, Decatur, Ala., has put into force a new building code. The code is fashioned after that of Demopolis, Ala., which is said to be one of the best in the state.

### KAIN LOS ANGELES MANAGER

Selected to Take Charge of Southern  
California Field for Commercial  
Union Group

SAN FRANCISCO, Jan. 22.—M. A. Kain, formerly with the California Insurance Company in Southern California, has been placed in charge of the Los Angeles office of Commercial Union group, according to announcement of J. C. Griffiths, Jr., manager. Mr. Kain went to Los Angeles in 1924, organizing a special inspection service bureau. Two and a half years ago he went with the California as assistant to Sam Sutherland. Mr. Kain succeeds Claude H. Allison, who has become associated with the general agency of E. D. Williams.

H. M. Harris, formerly with the San Francisco office of the Commercial Union, has been made assistant to Mr. Kain. Mr. Harris was formerly with the Illinois Inspection Bureau, following his graduation from Armour Institute, Chicago.

### Agents to Resort to Subterfuges

SAN FRANCISCO, Jan. 22.—A number of agents are resorting to subterfuges to retain their non-board connection, according to an investigation by the agency status committee of the Pacific Board which is delving into the progress of the separation movement. It has been found in some cases that wives, clerks and stenographers have been appointed to represent the non-boarders and the companies allowed to remain under the counter.

### McAllister Made General Agent

Arch McAllister of Los Angeles has been appointed general agent in California for the Utility of Dallas, which writes complete automobile coverage. The agency will operate under the title of McAllister Insurance Agency, Inc., and for the present will confine its activities to southern California, although its territory embraces the entire state.

### Conference Committee Named

SAN FRANCISCO, Jan. 22.—Harry R. Schroeter, president of the East Bay Insurance Exchange, has appointed the following committee to confer with a committee of the Insurance Brokers Exchange of San Francisco regarding the metropolitan area rule of the Pacific Board: Douglas Evey, Edgar H. Bennett, P. S. W. Ramsden, Claude Clarke, Walter Wilson and Charles Emslie. Messrs. Schroeter and Emslie represented the East Bay Exchange at a meeting last

Friday at which representatives of the brokers exchange met with members of the commission committee and metropolitan area committee of the Pacific Board. The appointment of the present committee by Schroeter is the outgrowth of this meeting, and it is hoped this committee working with the committee of the brokers exchange may be able to evolve a satisfactory solution of the commission dispute between agents and brokers in the metropolitan area.

### Presentation to Ray Decker

SAN FRANCISCO, Jan. 22.—Ray Decker, general agent in San Francisco for the Home of New York, was presented with a special state deputy fire marshal badge at a luncheon of prominent fire chiefs of California. The presentation was made in recognition of Mr. Decker's services as chairman of the Pacific Coast arson committee of the National Board. Jay W. Stevens made the presentation.

The meeting, which was largely attended by fire insurance men of the city, was addressed by Charles H. Lum, assistant general manager of the National Board, on the subject of arson. Chief R. J. Scott of Los Angeles, president of the International Association of Fire Chiefs, made a spirited address.

Clifford Conly, president of the Pacific Board; McClure Kelly, Pacific Coast manager of the North America; William Deans of Selbach & Deans and Frank J. Agnew, assistant secretary of the Fireman's Fund, were also introduced.

### Cold Spell Causes Montana Losses

BUTTE, MONT., Jan. 22.—An investigation of fires in Montana cities and towns the past two weeks, with temperatures ranging from 15 to more than 40 degrees below zero, would indicate that the fires at Anaconda, Bozeman, Hot Springs, Bozeman, Browning, Cut Bank, Corvallis and Helena were caused principally by overheated stoves and heating appliances as a result of the cold spell.

The property loss in the fires is estimated in excess of \$125,000.

### Will Develop Aviation Lines

LOS ANGELES, Jan. 22.—The Behrendt-Levy Company has appointed Robert Trow as assistant to H. H. Smith, manager of the aviation department. Mr. Trow was formerly with the Zurich Accident in its Los Angeles office and is an experienced aviation insurance man, also being chairman of the aeronautics safety committee under the direction of the California Inspection Rating Bureau, which is now formulating an aeronautic safety code to be used under the California workmen's compensation act.

### Dooley to Visit Coast

William F. Dooley, vice-president of the America Fore group, will be in San Francisco Jan. 31 for the field men's conference of the companies. The Niagara Pacific Coast headquarters has been moved to the office of the America Fore at 60 Sansome street, San Francisco.

### Open San Diego Office

W. W. and E. G. Potter have opened a district service office in San Diego under the management of Walter M. Anderson, who will have charge of San Diego and Imperial counties for the Metropolitan Casualty and for the Firemen's of Newark and affiliated fire companies. Mr. Anderson was formerly a special agent in Utah for the North British & Mercantile.

### McGaffigan Transferred

George J. McGaffigan, special agent for Niagara Fire and Maryland for eastern Washington, Montana and Idaho, has been given the field formerly covered by H. R. Vogel, special agent for the America Fore group.

### Blue Goose Hears Railway "Ad" Man

SAN FRANCISCO, Jan. 22.—F. Q. Tredway, general advertising manager of the Southern Pacific railroad, was the principal speaker before the weekly luncheon of the San Francisco Blue Goose Jan. 20.

### Reduce Tacoma Waterfront Rates

OLYMPIA, WASH., Jan. 22.—The Washington Survey & Rating Bureau has decreased rates 5 percent on waterfront commercial and mercantile properties in



Tacoma, brought about by installation of an additional fireboat. An estimated saving of about \$25,000 a year is involved.

#### Death of John B. Shea

John B. Shea, prominent local agent of California, formerly secretary for two terms of the California Association of Insurance Agents and founder of the California Insurer, died at his home at San Jose, Jan. 14.

#### Coast Notes

Russell Channing, formerly Pacific northwest underwriter for Crum & Forster, has been appointed chief underwriter of the Pacific Coast department, succeeding Oscar E. Eyde, resigned.

The old Sanborn-Cutting Company packing plant and warehouse at Astoria, Ore., one of the largest salmon canneries on the Columbia river, was destroyed by fire with a loss of \$250,000, fully covered by insurance.

Jay W. Stevens, state fire marshal of California and chief of the fire prevention bureau of the National Board, is in southern California attending a convention of the Southern California Fire Chiefs' Association. Following that he will go to Dallas, Tex., to address the National Cleaners & Dyers' Convention before returning to San Francisco.

#### Montana Notes

The officers and executive committee members of the Montana Special Agents Association held a one-day meeting at Great Falls and discussed many subjects in which the association members are actively interested.

Herbert L. Lange, surveyor for the Pacific Board of Fire Underwriters in Montana, who has been confined to the government hospital at Fort Harrison near Helena for the past five weeks, is reported as recuperating satisfactorily. He will return soon to his home in Butte and expects to be back in his office next month.

### EASTERN STATES ACTIVITIES

#### YOUNGER ADDRESSES CLUB

##### Pays Respects to Honesty and Ability of Agents in Talk at Pittsburgh Dinner

Enlightened competition is wholesome for the insurance business, and always should be maintained, Superintendent C. S. Younger of Ohio told the Insurance Club of Pittsburgh at the annual dinner-dance Jan. 20. "The competition that does harm is from the illiterate and uninformed in any business," Judge Younger said. "One of the splendid services that organizations such as yours can, and do, perform for their members, and the business of insurance generally, is properly to inform those in the business who really need information on the proper ethics and practices of the profession. Competition, however, should ever be kept within legitimate bounds, to the end that sound insurance only is offered to the public."

"An insurance agent is presumed to be informed as to the existent and well-known usages in the insurance business. He must exercise reasonable care, skill and diligence. He is most assuredly responsible for want of good faith or for errors through ignorance, carelessness or negligence."

"I desire to pay tribute to the fidelity of the insurance agent, including the local agent in the field, each and all of whom occupy a responsible position in our present plans of insurance. There is no one in the business world today vested with a wider range of authority or greater responsibility than the local insurance agent. When we consider the sum total of the persons employed and the money involved, defalcation or fraud are negligible."

#### New Jersey Agents Will Meet

Feb. 19 has been fixed upon as the date for the semi-annual meeting of the New Jersey Underwriters Association at Trenton. At their previous gathering members of the association declared in favor of an agents' qualification law for the state, and a bill to that effect, it is understood, will shortly be offered in the legislature. The special committee charged with its drafting has practically completed the task.

#### Middle Department Election Held

The Underwriters Association of the Middle Department elected Edward J. Richardson, special agent Pennsylvania Fire, president at its annual meeting in Philadelphia. Joseph F. Stief, Rhode Island, was elected vice-president. The following were elected to the executive committee: William M. Ryan, Automobile; M. E. Moyer, Southern; A. H. Reich, Queen; H. B. White, Svea; William H. Frazier, American Central; G.

E. Stecher, Commercial Union; J. H. Munroe, Hartford; R. B. Stegmaier, North America; F. F. White, National; Joseph Motter, Agricultural.

James A. Richardson of E. J. Richardson & Sons of Baltimore, the oldest living member of the association, was elected an honorary member. Mr. Richardson, who had been an active member for 44 years, had been acting as special agent for the St. Paul.

#### Bridgeport Board 50 Years Old

BRIDGEPORT, CONN., Jan. 22.—Richard H. Broderick, manager of the Bridgeport branch of the New England Insurance Exchange, delivered the principal address when the Bridgeport Association of Insurance Agents met for its golden anniversary meeting.

Mayor Buckingham felicitated the agents on their strong association and its achievements in bettering the business of insurance in Bridgeport. John H. Egloff, agency supervisor of the Travelers, gave a talk on "Insurance Salesmanship."

At the annual meeting the following officers were elected for the first year: President, W. A. H. Hatfield; vice-president, Stanley J. Lonsdale; secretary, Arthur Bradshaw; treasurer, William A. Wintter.

#### N. Y. Senate Insurance Committee

ALBANY, N. Y., Jan. 22.—Leon F. Wheatley of Hornell, for many years chairman of the assembly insurance committee, has been named to succeed the late B. Roger Wales of Binghamton as chairman of the senate insurance committee. Members of the committee reappointed are Thomas C. Brown, Schenectady; George R. Fearon, Syracuse, and Fred J. Slater, Rochester. Nelson W. Cheney of Erie county, and Bert Lord of Afton are new members. All these are Republicans. Democratic members are John J. Dunnigan of the Bronx and Duncan T. O'Brien, an insurance broker of New York City, reappointed, and John A. Hastings of Brooklyn, a new member.

#### Withdraws Unauthorized Insurance Bill

BOSTON, Jan. 22.—Commissioner Merton L. Brown has asked leave to withdraw his bill, house 23, "to prohibit domestic insurance companies from insuring lives, property or interests in states in which they are not authorized to transact business and further to prohibit the transaction of business in behalf of unlicensed foreign insurance companies."

#### Would Amend Cancellation Provision

ALBANY, N. Y., Jan. 22.—A bill introduced in the New York assembly would amend optional standard provision 16 by providing that an accident and health policy which has been in force for three years may not be cancelled by the company, except for nonpayment of premiums, but the company may exact an additional premium, subject to rates to be approved by the superintendent of

insurance, for carrying the insurance after the insured has reached the age limit set forth in the schedule filed with the superintendent, showing the ages between which the insurer will issue policies to original applicant for insurance. This bill was introduced last year and failed of passage.

#### Springfield Board Reelects MacDonald

SPRINGFIELD, MASS., Jan. 22.—William J. MacDonald of MacDonald & Shea was reelected president of the Springfield Board at its annual meeting. F. D. Parsons was elected vice-president and E. Stuart Giles was named secretary-treasurer. Fred M. Campbell, Clarence A. Burt and B. A. Oppenheimer comprise the executive committee.

#### Hartford Board Elects

HARTFORD, Jan. 22.—Earl W. Goodel has been reelected president of the Hartford Board, Harry U. Tuttle, vice-president and Edward S. Cowles, secretary and treasurer. T. W. Brown, Malcolm G. White, Lewis S. Butts, James L. Crowley and A. A. Feinberg have been chosen to serve on the executive committee.

#### Boston Agency Dissolved

BOSTON, Jan. 22.—The firm of Moore, Bettencourt, & Co., composed of Charles A. Moore, John A. Bettencourt, Victor E. Gilbert and John D. McKee, and including several small agencies absorbed the

past two or three years, was dissolved by mutual consent the past week and a liquidating committee appointed, composed of L. W. Dearth, Philip S. Keeler and Ralph G. Hinkley.

Charles A. Moore and Maurice J. Bonin, formerly in the agency, have become associated with Bolt, Dalton & Church.

#### Pennsylvania Mutuals to Meet

PITTSBURGH, Jan. 22.—The Pennsylvania State Association of Mutual Fire Insurance Companies will hold its annual convention June 24-26 at Conneaut Lake Park. Enos F. Woltman, manager of the Provident Mutual Fire of Bradock, has been named chairman of the committee on arrangements. There are more than 250 fire mutuals in Pennsylvania and the coming convention will be the first to be held in the western part of the state since 1917.

#### New Rochester Figures Compiled

ROCHESTER, N. Y., Jan. 22.—Rochester's fire losses in 1929 totaled \$976,570. This is \$380,217 more than the figure in the annual report of the Rochester fire department. The new figures were compiled by the Fire & Casualty Underwriters' Board of Rochester. At its last meeting the underwriters' board passed its annual budget for \$3,500 for newspaper advertising for 1930. Albert S. Dodge of Buffalo, president of the New York State Association, was the guest speaker.

### IN THE CANADIAN FIELD

#### FARM LOSSES RUNNING HIGH

##### Companies Writing That Business in Canada Show Generally Unprofitable Experience

OTTAWA, Jan. 22.—The experience of companies writing farm business in Canada has been very unprofitable. The loss ratio on this class of business in the five-year period, 1924 to 1928 inclusive, was 83.58 percent, with premiums over \$13,000,000. The loss ratio in the five-year period, 1923-1927, was 93.78 percent, with premiums over \$12,000,000. Figures so far compiled for 1929 show that in some provinces the loss ratio continues at a high level.

The loss ratio on farm property for the years 1924 to 1928 inclusive was as follows: 128.63; 91.34; 65.94; 68.78; and 72.94, with an average loss ratio for the five years of 83.58 percent.

The loss ratios on farm property in the different provinces for 1928, with the corresponding figures for 1927 in parentheses were: Alberta, 63.14 (74.20); British Columbia, 108.59 (111.62); Manitoba, 81.53 (96.29); New Brunswick, 85.83 (95.44); Nova Scotia, 143.29 (132.77); Ontario, 90.80 (98.39); Prince Edward Island, 96.91 (94.57); Quebec, 105.76 (130.04); Saskatchewan, 71.18 (76.92).

#### Many New Hazards Found

During the war, farming was profitable and the underwriting results for companies in this field were satisfactory. To a certain extent, speculation in improved farms secured through loans increased the loss ratio.

Of late years companies writing farm property insurance have many new hazards to contend with, such as those involved in the use of automobiles, tractors, gasoline stoves, lights, and engines, steam power for threshing, incubators and electricity, some or all of which are to be found on every modern farm.

Furthermore, rural mutuals operating on the assessment plan secure the business of many of the better farming communities and thus in many sections the poorer risks are left for the stock companies.

#### COMMON STOCK HOLDINGS BIG TOPIC IN DOMINION

OTTAWA, ONT., Jan. 22.—The question of what percentage of an in-

urance company's assets may be invested in common stocks without endangering its solvency has recently been a topic of discussion at Ottawa. Since the recent crash in the stock market, this question has assumed an important aspect. The insurance branch of the department of finance is of the opinion that not more than 25 percent of a company's assets should be invested in common stocks, and it would appear that most of the companies seem agreeable to this proportion. The government intends to introduce an amendment to the insurance act at the next session dealing with this matter, and it is thought that this legislation will provide a limitation of 25 percent.

#### Losses Greatest Since 1922

According to the "Monetary Times," fire losses in Canada in 1929 showed the greatest loss since 1922, the total for the latter year having been \$43,746,005, while the records for 1928 were the lowest, with the exception of 1927, since 1919. The increase for 1929 over 1928 was \$14,582,950. A number of large fires in 1929 showed losses around \$1,000,000, and these, of course, helped to swell the total. The total losses for 1929 are estimated at \$38,362,500.

#### Two Companies Licensed

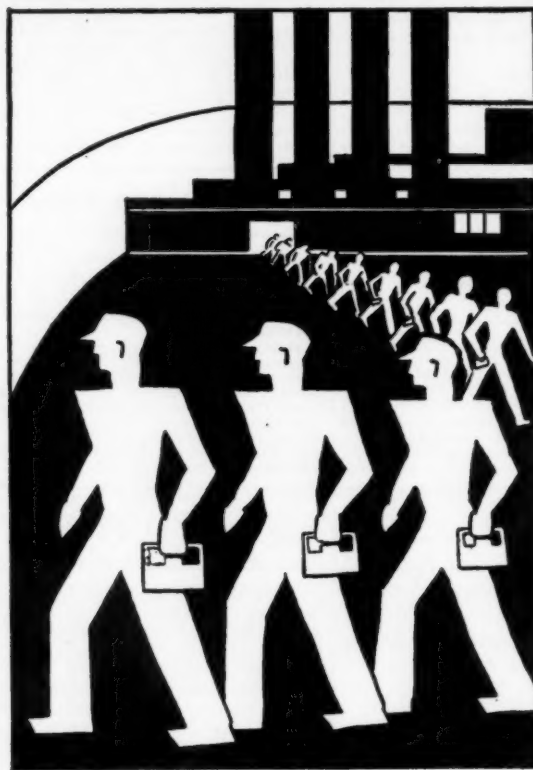
The Citizens of New Jersey has been licensed in Canada for fire, hail, sprinkler leakage, tornado and limited explosion insurance. A. McCallum of Toronto is the Canadian chief agent.

The Central Union has been licensed for the business of fire, sprinkler leakage, tornado and limited explosion insurance. Its chief agent in Canada is J. H. Gendron of Montreal.

#### Winnipeg Gets Rate Reduction

WINNIPEG, MAN., Jan. 22.—The Western Canada Insurance Underwriters Association announces a key rate reduction in Winnipeg, applicable to the contents of mercantile risks, as from Dec. 1, 1929. The rate has been reduced from 75 cents to 60 cents, and in addition, on certain classes of construction, an additional reduction has been granted in the charges for vertical openings, area, height, etc. The association in considering the improvement in conditions in Winnipeg, features such matters as improvement in the fire fighting methods, which has led to reduced losses from water damage, and fewer buildings being subject to total destruction, and the reorganization of the fire department, with a consequent improvement in the personnel and equipment.

# 1095 DID NOT SUFFER



The constant lowering of accident frequency among Standard's Liability assureds is the pride and ambition of seventy hand-picked, specially-trained employees in Standard's Safety Engineering Department. ▲ ▲ Thousands of industrial risks are today receiving the full measure of Standard's Special Safety Service Plan . . . a plan showing concrete results as proven in a recent survey of 33 Standard risks, chosen for analysis because of their extremely high ratio of accidents. At the end of a six months' period, accident frequency among the 33 had been lowered 22%—or, to be exact, there were 1095 less accidents than during the six months previous to the application of the safety plan. ▲ ▲ This analysis proved the necessity for intelligent direction of safety measures, not only because it saved 1095 workmen from the pain and suffering attached to such accidents, but also because it prevented a costly waste in productive time. ▲ ▲ Thus, by creating good will between agents and assureds through the reduction of accidents, and, consequently, through more economical production, Standard has forged another link in its already strong chain of service to agents.

**STANDARD ACCIDENT INSURANCE COMPANY**  
**DETROIT, MICH.**      G. I. McCredie, Manager—Detroit Branch Office: 1132 Buhl Building      **Randolph 2828**

#### STANDARD WRITES:

Burglary, Theft and Holdup (all forms) ▲ Plate Glass Breakage ▲ Automobile Liability, Property Damage and Collision ▲ Employers' Liability ▲ Workmen's Collective ▲ Owners' and Contractors' Protective ▲ General and Public Liability and Property Damage (all forms) ▲ Workmen's Compensation ▲ Elevator Inspection and Insurance ▲ Golf and Sports Liability ▲ Personal Accident and Sickness (all forms) ▲ Group Accident or Disability ▲ Check Forgery ▲ Blanket Bonds ▲ Fidelity and Surety Bonds (all forms).



# The National Underwriter

January 23, 1930

CASUALTY AND SURETY SECTION

Page Thirty-nine

## Big Plane Crash May Be Costly

Estimate \$2,000,000 Insurance  
Loss in Destruction of California Ship

### MOST IMPORTANT CASE

Expect Definite Decision as Outcome on  
Question of Aircraft Common  
Carrier Liability

LOS ANGELES, Jan. 22.—At least four forms of aircraft coverage are involved as a result of the disastrous crash of the "Race Special" of the Transcontinental Air Transport-Maddux lines near here Sunday night, the greatest catastrophe in the history of aviation, taking a toll of 16 lives.

The operating company carried full coverage on the craft, and thus at least passenger liability, compensation, accidental damage or "crash" and fire following crash insurance are at stake in this case. It is important as offering one of the first clear-cut cases upon which precedent may be established in the matter of aircraft common carrier liability.

#### May Be \$2,000,000 Insurance Loss

Total insurance losses in this crash, including personal life and accident insurance carried by the passengers themselves, may very readily total \$2,000,000, though the passenger list, being half women, may reduce the figure materially.

The giant tri-motored Fokker plane was returning to Los Angeles from Agua Caliente, Mex., flying under excellent weather reports, when apparently a sudden unreported storm forced the plane, as well as several others, below a 200-foot ceiling between San Diego and Los Angeles.

The plane then attempted, as others did successfully, to return to San Diego till the storm passed, but crashed in making the turn, a wing tip digging into the ground. The plane was torn apart, an explosion followed and flames prevented rescue by onlookers of any of the 14 passengers or two pilots.

The catastrophe is the greatest since the Newark crash of last year, when 14 lost their lives as the result of a poor take-off, but this is a more clear-cut case as there is no question as to pilots, craft or field, it being a storm crash.

Also, the Newark crash involved sight-seeing passengers, while this was entirely made up of regular fare-paying passengers over a regular route, on one of the best lines in the country.

There has been no precedent as to common carrier liability of aircraft operators. The outcome of this case will doubtless be conclusive action, deciding whether or not carriers are liable for loss to passengers in the event of totally unavoidable accidents.

Insurance-wise, this is the most important case yet to arise in aviation insurance.

## Survey Financial Relief Plans for Auto Victims

The committee to study compensation for automobile accidents, financed by the Rockefeller Foundation and conducted under the auspices of the council for research and social science of Columbia University, with the aid of the school of law of Yale University, has made a preliminary report of its studies, which is being published in the February issue of the "American Bar Association Journal."

F. Robertson Jones, secretary of the International Association of Casualty & Surety Underwriters, has characterized the tendency toward adapting the workmen's compensation plan to victims of automobile accidents as the foremost evil on the insurance legislation horizon. Thus a study by this committee is of unusual importance to insurance men.

#### Difficulties of Present Systems

The practical difficulties of the present systems of compensation for motor vehicle accidents are given in the report: "(1) The difficulty, delay, expense, annoyance and uncertainty of litigation, involving the determination of the fact of negligence and of the exact amount of damage; (2) failure of compensation in many cases because of the burden of proof resting upon the plaintiff and because of the financial irresponsibility of many defendants; and (3) the economic loss and personal hardship resulting from many uncompensated accidents."

#### Many Questions Raised

The committee has come to no conclusions as to the desirability of any of the various plans offered for giving victims of automobile accidents financial relief. In commenting upon an adaptation from the workmen's compensation plan as a solution of the problem, it says that no one as yet has formulated such a plan in detail or made an intelligent estimate of its cost or furnished the basis for determining whether the plans would meet constitutional requirements. These questions, it says, require extensive investigation and study before intelligent discussion of the merits of the plan is possible. The underlying question is whether there is an adequate juristic and social basis for extending the scope of liability without fault. The extent of the need for relief also must be determined, which involves a difficult statistical study. What the compensation plan would accomplish depends largely upon the actual relief which it would afford and the income of many of the persons injured would hardly be expected to be reflected in fixed statu-

ance and the passenger liability side of it is very large. A very much more financially responsible group was on the passenger list than in any previous case.

Additional insurance interest arises in the application of coverage to the craft itself, as both crash and fire after crash will be called into duty to pay a total loss of the largest single amount thus far encountered. Salvage will be negligible, if possible at all. The line was insured chiefly with the Independence companies though amply reinsured.

tory compensation. Whether a practical basis of compensation can be worked out which would be reasonably satisfactory to injured persons and their dependents is a major question, the report says.

#### Cost Should Be Considered

Intelligent estimates must be made of the probable cost of the plan to automobile owners and must not be unduly burdensome or the plan would fail. The difficult insurance problem arising through requiring of insurance of persons presenting different degrees of risk yet not readily susceptible of classification from the standpoint of risk, must be considered also.

A number of cases of accidents involve hit and run drivers and cars from outside the state. The question is asked whether a compensation plan can be solved to take care of these difficulties. The legal and constitutional side of the question presents several difficulties such as the elimination of jury trials, whether an injured person can be required or induced to accept a fixed statutory compensation, and whether owners can be subjected to liability without fault and perhaps be required to contribute to the indemnity of persons who may have been injured by others.

#### No Conclusions Reached

The committee is not committed to any conclusions regarding the remedies compensating those for losses due to automobile accidents. It is going to assemble material facts and data and consider suggestions as to procedural or substantive remedies for the present situation. These can be sent to the director: Shippen Lewis, 1031 Commercial Trust building, Philadelphia.

The weight of the conclusions of this committee probably will be great because of the talent of its personnel. The following are members: J. P. Chamberlain, director of legislative drafting research

(CONTINUED ON LAST PAGE)

## Champions Plan for Auto Cover

Judge Marx Upholds Scheme  
Based on Compensation to  
Accident Victims

### NO MONOPOLISM DANGER

Sees Cause for Alarm, However, if  
Companies Do Not Support Practical Method of Protection

CINCINNATI, Jan. 22.—Judge Robert S. Marx of Cincinnati, who has been a leader in the movement to have automobile accident victims compensated on a plan similar to that used under workmen's compensation laws, says that he does not look upon adoption of this principle by the state as an inevitable forerunner of state insurance.

In support of this statement, he cites experience under workmen's compensation, pointing out that only two or three states have exclusive state funds and a relatively small percentage any state fund at all. He says Ohio never would have adopted the exclusive state fund principle had not insurance companies fought the whole principle of workmen's compensation there so "bitterly and unreservedly."

#### Tells of Greater Danger

The judge predicts that failure or near failure of such laws as the present Massachusetts statute on the subject of automobile insurance, will more certainly lead to state funds than a plan which proves to be workable such as a universal compensation plan would prove to be, in his judgment.

The Massachusetts governor in his message to the legislature this month admits that Massachusetts law resulted in clogging courts so greatly as to defeat one of the objectives. He, therefore, advocates a state commission comparable to the commission handling workmen's compensation cases, to hear and dispose of automobile accident cases in somewhat similar manner.

#### Discusses Connecticut Act

According to Judge Marx, no one knows the exact extent of the application of the Connecticut law, because no one knows what percentage of automobile accident victims are going to be victims of a driver who, by reason of a previous accident or infraction of state laws, has been compelled to take out insurance or has voluntarily protected himself. Independent investigation commissions are now seeking to determine the facts on questions of this kind. To the extent that the Connecticut law compels insurance protection, it recognizes the necessity of state requirements for individual financial responsibility of automobile drivers, he says.

Judge Marx declares that the surest way for insurance companies to protect

(CONTINUED ON LAST PAGE)

## Ten Billion Will Be Spent in Construction

WASHINGTON, D. C., Jan. 22.

—Ten billion dollars in private construction and in public works and public utilities is assured for 1930, according to Robert P. Lamont, Secretary of Commerce. Returns from governors of 26 states indicate probable expenditures of \$1,178,742,901 for public works. Combining this with conservative estimates based on the partial returns from the remaining 22 states, public construction work for 1930 should easily pass the \$3,000,000,000 mark. New York has the largest building program for 1930, amounting to \$475,000,000. Ohio comes second with \$233,000,000 and Texas and Massachusetts follow with \$180,000,000 and \$105,000,000.

## U. S. F. & G. Shows Heavy Losses in Stock Crash

### PROFITS GREATLY DECREASED

Investment Depreciation Set at \$894,533  
—Assets \$69,277,792—Reserves Increased on All Lines

BALTIMORE, Jan. 22.—Extraordinarily heavy losses, reflecting largely the stock market upheaval of last fall, were sustained in 1929 by the United States Fidelity & Guaranty, President R. Howard Bland reported to the stockholders at their annual meeting.

While net premiums showed a slight increase, the credit balance on underwriting was cut to \$188,376. The heaviest losses were sustained in fidelity and surety and in automobile liability.

Due to depreciation in the market value of investments and the carrying over to the reserve of much larger sums than in previous years, the undivided profits at the end of 1929 were reduced from \$4,424,356 to \$2,676,835. The amount of the depreciation in the company's stocks and bonds was reported as \$894,533, as of Dec. 31.

#### Reserves Increased

Reserves were increased in all lines \$1,876,425 and in addition a voluntary reserve of \$1,000,000 was set up. The capital and surplus and voluntary contingent reserve remain at \$23,500,000.

It was explained by President Bland that the company had taken over properties at an approximate cost of \$600,000 during the year for which no credit at all was taken in the assets. An increase in taxes of \$500,000 also helped to cut the company's credit balance, total taxes being \$1,991,443.

Assets at the end of the year were \$69,277,792, as compared with \$69,045,138 at the end of 1928. Dividends paid were \$2,000,000 for the year, as compared with \$1,500,000 last year. The number of stockholders increased from 4,665 to 6,510, due largely to the reduction in par value of stock from \$50 par to \$10.

#### Net Premiums 42 Million

Gross premium income for the year was \$45,028,476, while the net premium income amounted to \$42,205,414, an increase of \$132,720 over the previous year. Income from interests, rents and other items, not including premiums, totaled \$2,835,062. Losses paid, including expenses of adjustment, inspection and accident prevention, were \$24,649,168.

While the company's net premiums showed an increase, the gross premiums declined. One factor responsible for this, Mr. Bland said, was the increased competition from many new companies organized during the last few years. Another was the cut-rate methods pursued by some companies. Such methods, he pointed out to the stockholders, cannot be a permanent adverse factor because no competitors can continue to exist whose business is not conducted along conservative lines.

The heavy losses sustained in fidelity and surety lines, President Bland told the stockholders, undoubtedly were caused in substantial part by the heavier defalcations occasioned by losses which followed in the wake of the stock market crash. The losses in the automobile liability line were adversely affected by inadequate rates.

George F. Rand, president of the Marine Trust Company of Buffalo, N. Y., was elected a director.

#### Shields Made President

John R. Shields, formerly vice-president and general manager of the Independent Bonding & Casualty of Newark, has been elected president succeeding Judge Robert S. Hudspeth, who died in November. He continues as general manager.

## CHANGES IN CASUALTY FIELD

### NEW MEN IN CHICAGO OFFICE

Public Indemnity Makes James Seymour Engineer—A. L. Robeson Goes to Home Office

The western department of the Public Indemnity in Chicago has made several changes. James Seymour has been made engineer of safety work and inspection. He was formerly with the Ocean Accident and the Constitution Indemnity.

A. L. Robeson, who has been in charge of the claim department in the western department, has been promoted to the home office to assist C. E. Stade in charge of the claim work there. Mr. Robeson had 20 years home office and field work with the Aetna Life, the Globe Indemnity and Commercial Casualty before going with the Public Indemnity. J. G. Crenshaw, formerly with the Fidelity & Casualty in Indianapolis, succeeds Mr. Robeson in Chicago temporarily.

J. Arthur Swanson has been appointed special agent for the Public Indemnity in Illinois. He was formerly with the Aetna Life for five years.

#### Announce New Orleans Appointment

Nicholls, Dietlein & Elger of New Orleans have been appointed general agents for the Standard Surety & Casualty of New York City in all of its lines. The agency has been in existence for some time, being known prior to Nov. 1 last as Nicholls, Dietlein & Martin, changing to the present title with the admission to the firm of W. J. J. Elger, formerly attorney for the Veterans Bureau of Louisiana. Mr. Elger is now secretary-treasurer of the agency, its other officers being A. Dietlein, Jr., president, and T. C. Nicholls, vice-president. Soria Burke is manager of the surety department. The agency has jurisdiction over southern Louisiana and southern Mississippi and is arranging to develop the territory intensively.

#### Callahan Detroit Manager

J. W. Callahan, assistant manager of the Detroit branch of the Travelers group, has been appointed manager of the branch to succeed David Pohlson, who leaves Feb. 1 to become assistant manager of the Hartford branch. Mr. Callahan is active in associational work there, being a member of the executive committee of the Casualty & Surety Field Club of Michigan and a member of the plate glass committee that engineered a revision in plate glass rates and conditions in Detroit.

#### A. L. Kirkpatrick in New Post

A. Loomis Kirkpatrick has joined W. A. Alexander & Co. of Chicago. Mr. Kirkpatrick has been with the Continental Casualty and before that was with the Casualty Information Clearing House.

#### Strengthens Rochester Staff

ROCHESTER, N. Y., Jan. 22.—With the appointment of Fred Patterson as superintendent of claims and Charles N. Brock as special agent, the effectiveness of the branch office of the Metropolitan Casualty here under Manager John J. Eckhart has been materially strengthened, and the result should show in a considerable increase in its business. Both of the appointees have had valuable experience in their respective lines. Mr. Patterson first served the London Guarantee & Accident as a claim examiner in New York City, subsequently joining the staff of the Hudson Casualty of Jersey City, and later that of the Glens Falls Indemnity. He left the Glens Falls to join the Metropolitan Casualty.

Mr. Brock is a product of the Travelers casualty school, in which he received his initial insurance training 11 years ago,

serving in the Albany, Rochester and Denver offices of that company. More recently he engaged in a mercantile line, but concluded that the casualty business had the greater appeal.

#### Will Work Out of Pittsburgh

NEW YORK, Jan. 22.—W. B. Noel, newly selected as field supervisor for the Lloyds Casualty of this city, will center his activities in and about Pittsburgh. Mr. Noel was formerly assistant manager of the Pittsburgh office of the Indemnity of North America, in which connection he had a most creditable record as a business producer. His earlier association was with the United States Fidelity & Guaranty.

#### Marshall Made General Agent

The Equitable Casualty & Surety has appointed W. F. Marshall general agent in Philadelphia with headquarters at 1413 Fidelity-Philadelphia Trust building. He will also maintain an office at 434 Walnut street. Mr. Marshall has been prominent in the growth of the fidelity and surety business in Pennsylvania and active in insurance federation work.

#### DeShields Made Claim Superintendent

H. B. DeShields has been appointed superintendent of claims for the western department of the Bankers Indemnity, with headquarters in Chicago. He was formerly with the western claim department of the New York Indemnity, which recently joined the Insurance Securities group, serving that company for five years. Prior to that he was at the home office of the Maryland Casualty for several years. He has been engaged in claim work for the past 17 years.

#### Simms Takes New Post

A. T. Simms, for 20 years with the Ocean Accident as special agent, will join the Union Indemnity and New York Indemnity as special agent Feb. 1. He will have his headquarters at Peoria, Ill., and will look after the central Illinois territory for the two companies.

#### Riley Is Richmond Manager

C. R. Riley, newly appointed manager of the Richmond office of the Glens Falls Indemnity and Commerce Casualty, in charge of service and production in Virginia and North Carolina, was for six years superintendent of the accident department of the Aetna Life and affiliated companies at Richmond. He resigned that post in 1926 to become assistant manager for the United States Fidelity & Guaranty at Buffalo. He has established offices at 906-907 State-Panthers Bank & Trust building, Richmond.

#### Russell Arkansas General Agent

C. H. Russell of Hot Springs, Ark., has been made general agent for the Arkansas division of the National Automobile & Casualty of Memphis. He will maintain headquarters for the state in that city.

#### Whelan Now in Charge

C. H. Whelan, assistant secretary of the Alliance Casualty at the home office, has assumed charge of the Cook county, Ill., office of that company in Chicago, consequent upon the leaving of D. W. Taylor, resident manager, upon a three months' leave of absence to regain his health. Mr. Taylor, with his wife, left Chicago Jan. 15 for St. Petersburg, Fla., at the insistence of his family physician. The Chicago office is at A-1701 Insurance Exchange.

#### Century's Kentucky Appointments

LOUISVILLE, Jan. 22.—J. J. Fleming, field manager in Kentucky for the Century Indemnity, has appointed the First Kentucky Fire of Louisville as general agent in Louisville for the Century. It has resigned the Standard Casualty & Surety of New York. Henry Daugherty is manager of the casualty department.

Mr. Fleming has also announced appointment of Frazee, Berry & Melugin,

## Large Premiums Possible in Blanket A. & H. Cover

L. D. Edson, vice-president of the Zurich General Accident, addressed the Insurance Club of Chicago Jan. 21 on "Special Coverages," disclosing the wide variety of miscellaneous uses to which accident and health cover may be put and the large premiums sometimes obtainable in this way, particularly in selling "blanket" cover. He told of one Chicago agent who sold three partners in a business \$300,000 apiece of accident and health insurance to protect the others in case of accidental death or disability. Another Chicago man enjoys a premium of \$32,000 a year on one line alone purely through furnishing a little accident policy which goes with every bill fold manufactured by a Chicago company. Mr. Edson said there is a decided trend toward making accident and health insurance apply in reimbursing business in case of lost time, or covering companies in case of accidental death or disability to salesmen, employees, officers, debtors, etc.

## Associated Covers Points in New Auto Act Gratis

SAN FRANCISCO, Jan. 22.—Announcement of a special clause to take care of the peculiar phases of the California financial responsibility act has been made by the Associated Indemnity. Shortly after this act became effective last August, the bureau casualty companies met in San Francisco and adopted a clause which called for reimbursement of a judgment paid where the accident was the result of use or operation of the car in a manner not covered under the policy form. The Associated has done away with this reimbursement feature and will automatically extend the coverage to take care of the insured regardless of the conditions involved.

"Instead of requiring reimbursement from the insured, where losses involving a violation of policy conditions are assumed by the company," President C. W. Fellows said, "our endorsement simply provides for collection of proper premium applicable to the circumstances of use and operation of the insured automobile at the time of the accident. Thus, up to the limits imposed by the financial responsibility act, the insured is required to pay in premium exactly what he would have paid had such use and operation been disclosed in the original application, and, up to the same limits, the claim is handled just as though the policy had been written originally on such basis."

A "drive other cars" endorsement is also to be used by the Associated Indemnity covering liability fixed in the California responsibility act.

The operation of automobiles by persons under 16 years of age where the legal age limit is less than 16 as it is in California is to be provided by the Associated and no additional premium is to be required for minors between 14 and 16 years of age.

Murray, Ky., as general agents for a part of western Kentucky. This agency had the Aetna Casualty & Surety previously.

#### Mowris Made General Agent

The Glens Falls Indemnity has appointed Charles R. Mowris general agent in Rochester, N. Y., with headquarters at 34 State street.

#### Goodwin to St. Paul

Charles L. Goodwin, for the past year a claim adjuster in Iowa for the Southern Surety, has been promoted to manager of that department for the company at St. Paul.



## Ohio Committee Is Silent on Auto Compensation Law

### NO STATE FUND SUGGESTION

#### Insurance Men Appear Before Body to Argue Against Marx Proposal to Protect Victims

Contrary to reports appearing in Ohio newspapers that the committee on motor vehicle legislation of the Ohio State Bar Association would recommend establishment of a state compensation fund for those hurt in automobile accidents, the committee will bring in no specific recommendation on this subject.

The committee held a meeting in Columbus last week to consider the whole subject of motor vehicle legislation. Among those who appeared before it was Austin J. Lilly, general counsel Maryland Casualty, who argued against the so-called Marx plan of establishing a state fund on the workmen's compensation principle to compensate those injured in automobile accidents.

#### To Digest Several Measures

Principles and outstanding points of the New Hampshire automobile insurance law, Massachusetts law, the safety responsibility law advocated by the American Automobile Association, and possibly others, will be outlined to the association. There will be no immediate attempt by the committee to advocate the approval of any of these laws by the Ohio association.

The committee will, however, advocate that the bar association endorse a driver's license law with teeth in it.

Judge Robert S. Marx of Cincinnati is chairman of the Ohio bar association committee on motor vehicle accidents. The other members are Russell Knepper, Columbus; S. M. Johnson, Portsmouth; C. M. Horn, Cleveland; Leo Weinberger, Cincinnati; S. G. Kusworm, Dayton; R. J. Burt, Canton; E. L. Bush, Washington Court House; Pauline Seikel, Dover; Vera Woeste, Cincinnati; W. G. Hyde, Chillicothe; O. M. Roderick, Akron, and S. J. Hiett of Toledo.

## Unemployment Insurance Bill Up in Massachusetts

BOSTON, Jan. 22.—A bill which would provide for an employment insurance commissioner, create an employers' mutual employment insurance company, provide for payments to men out of work and establish a system of unemployment insurance, has been given a hearing by the joint insurance committee of the Massachusetts legislature.

A waiting period of three days is allowed, except in casual employments, after which payments of \$1 a day for employees under 18 years, or \$2 if over 18 years, shall be made for each working day, including half holidays, for not more than 13 weeks in a calendar year.

### Many New York Licenses Revoked

ALBANY, N. Y., Jan. 22.—In the year just closed Charles A. Harnett, commissioner of motor vehicles, revoked the licenses of 2,577 persons who were convicted of driving automobiles while intoxicated. The number has mounted steadily since 1925, when there were 1,561 revocations for that cause. The number in 1928 was 2,560. The total number of revocations in 1929 was 8,289 and the number of suspensions was 14,481, a decrease as compared with 1928, owing to a change in bureau procedure. In the number of revocations is included those revoked for failure to file taxicab bonds, which are not penal revocations.

The financial responsibility law, which became effective in September, 1929, has been applied in 1,297 cases in the last three months. Before the bureau will consider applications for new licenses in these cases proof of financial responsibility will be required of the applicants.

## Fetzer's Election Significant Action

The recent election of Wade Fetzer of Chicago as president of the Fidelity & Casualty has its parallel in the selection of William B. Joyce as chief executive of the National Surety, some 26 years ago. As Mr. Fetzer is head of the largest general agency of the Fidelity & Casualty, so Mr. Joyce was the directing force of the most aggressive, and incidentally, the only profitable, agency of the National Surety in 1904. Each displayed unusual ability to round up business of the better sort, combining the qualifications of premium producer with those of skilled underwriter.

#### Selling Ability Was Latent

The two men differed in early life however, in that while Mr. Joyce always wanted to sell goods, the talent was latent in Mr. Fetzer, and it was only upon the insistence of his then chief, W. A. Alexander, that he was induced to leave accountancy work and try his hand at soliciting insurance. His success was pronounced from the start, and from modest beginnings Mr. Fetzer built up one of the largest and best organized agencies in the entire country, profitable alike to his company and himself.

To such an extent was this the case that when it was quietly rumored he was being considered for the presidency of the Fidelity & Casualty, general opinion was that he could not be induced to give up his field connection for any salaried post, however lucrative. In his case, as in that of Mr. Joyce again, a compromise was effected by permitting Mr. Fetzer to retain his general agency as well as performing the duties of chief executive of the corporation.

#### Well Received by Field

The field reaction to the election of Mr. Fetzer to his new office, has been altogether favorable. His fellow agents feel that the F. & C. will gain substantially through his direction of its affairs, while his competitors appreciate that the company's drive for business under Mr. Fetzer will be straightforward and wholly ethical.

## Wife Not Agent of Husband Decision Arouses Interest

MILWAUKEE, Jan. 22.—Casualty underwriters are interested in questions brought up by the recent decision of the Wisconsin supreme court in the case of Novak vs. Zastrow, holding that a wife is not an agent of her husband when transporting her mother from Madison to Monroe, Wis., to visit the family home and that therefore the husband is not liable for an injury received by the driver of another car in a collision.

Inquiry has been made as to whether the public liability insurance carried by husbands extends a protection to the personal liability of their wives in cases where accidents occur through negligence. Unless the policy protects personal liability on both husband and wife, some clients feel that it would seem as if under the Zastrow case insurance companies could hold that a wife was not the agent of her husband at the time of the accident and not protected by the insurance, and she might thus be rendered liable to a judgment against her sole and separate estate on the injury.

#### Thompson on Western Trip

Richard H. Thompson, third vice-president of the Marylan Casualty Co., left this week on a visit to general agencies and branch offices in the middle west, going as far west as Oklahoma City. The following cities are in Mr. Thompson's itinerary: Pittsburgh, Steubenville, O., Columbus, O., Dayton, O., Cincinnati, Louisville, Nashville, Memphis, Little Rock, Tulsa, Oklahoma City, Kansas City and St. Louis.

## Goes to New York



ALFRED C. BOYD

Alfred C. Boyd of Chicago, superintendent of agents of the Preferred Accident in the west, has been transferred to the head office and will be the home office superintendent of agents of the Preferred Accident and its new running mate, the Protective Indemnity.

## Hitch Occurs in Plans to Reinsure Chicago Company

Counsel for the Great American Casualty of Chicago and the Mountain States Life appeared before the Illinois department this week seeking admission for the Mountain States for the purpose of entering into a reinsurance agreement with the Great American. It was argued that the Mountain States could be admitted to Illinois and its activities limited to the casualty feature of its charter powers, for the purpose of reinsurance.

Leo H. Lowe, director of trade and commerce, stated he could not agree and that if the Mountain States saw fit to do so, the proper procedure would be to mandamus him to compel admission.

Director Lowe further held that the department could not consider a reinsurance contract between the nonadmitted company and the Great American Casualty, unless and until requirements for admission had been met.

A further question which arises out of the admission of the Mountain States Life is the fact that its stock is on a non-par basis, while Illinois companies are required to be on a par basis, and admission would be discrimination against domestic companies. The Mountain States had previously applied for admission, but withdrew the request, and then renewed the application.

#### Whitney Heads Utah Association

SALT LAKE CITY, UTAH, Jan. 22.—The annual meeting of the Surety & Casualty Association of Utah, practically all of the members of which are in Salt Lake City, was held here last week. The gathering was the largest the association has seen since it was organized two or three years ago. Frank M. Whitney, manager of the surety and casualty department of Heber J. Grant & Co., general agents for the Hartford Accident, was elected president, succeeding Frank B. Hammond, manager here until recently for the American Surety. W. D. Habbish, acting local manager of the American Surety, was elected vice-president, and H. O. Snow of the Central Trust Company, representing the Aetna companies, secretary-treasurer.

The Public Indemnity has been admitted to Massachusetts.

## Prudential Casualty Takes Over Two A & H Companies

### BALDWIN NOW PRESIDENT

#### Business Men's Protective and Income Protective Reinsured—Robert B. Boyd Made Department Head

The Prudential Casualty & Surety of St. Louis has reinsured the business of the Business Men's Protective of Lincoln, Neb., bringing it approximately \$250,000 of seasoned health and accident business.

Robert E. Boyd, who has been secretary and general manager of the Business Men's Protective, will go to the Prudential as manager of the health and accident department.

Reinsurance arrangements have also been completed by which the Prudential takes over the Income Protective of Tulsa, a small health and accident company which was organized during 1929, and has approximately \$10,000 in premium income.

The annual stockholders' meeting of the Prudential was held last week, at which time a new board of directors was elected. This new board elected the following officers: William M. Baldwin, president, who succeeds E. C. Thompson; John L. McNatt, vice-president and general counsel; C. Leonard Snell, secretary-treasurer. Mr. Baldwin was formerly secretary and general manager.

## Hillas Guest of Honor at F. & C. Dinner in New York

NEW YORK, Jan. 22.—Robert J. Hillas, for over 50 years connected with the Fidelity & Casualty, and its president from 1910 until his retirement some days ago, was the honor guest at a dinner of the company's resident managers. Knowing that he had long been interested in astronomy as well as in casualty underwriting, his friends presented Mr. Hillas with a finely mounted telescope. In addition, the dinner was attended by employees of the F. & C. of 25 or more years' service, and by officials of the America Fore companies, of which group the Fidelity & Casualty is a member.

Ernest Sturm, chairman of the America Fore board, was among the speakers at the post prandial exercises, and C. C. Nadall, vice-president of the F. & C. was toastmaster. Seated at the guest table, in addition to Mr. Hillas, who remains as a director of the company, were, Mr. Sturm, Vice-presidents C. L. Newmiller, A. J. Ferris and W. L. Johnson; President Wade Fetzer, Paul L. Haid, president of the American Fore, and B. M. Culver, vice-president.

Mr. Fetzer spoke of the ambition all present must feel to make the F. & C. a greater factor in the casualty field, and Mr. Sturm pledged hearty support of the associated fire offices. W. A. Alexander, venerable Chicago general agent of the company, who was prevented from being at the affair through illness, sent a letter voicing his good wishes.

#### Inquiry on Insurance Again Upheld

LINCOLN, NEB., Jan. 20.—In affirming a judgment for \$8,000 in favor of Howard Sorensen, 14, who lost an arm through alleged medical malpractice and against the insurance carrier for the Grand Island clinic, Dr. Arrasmith and Dr. Hombach, the supreme court says the rule of law announced in Jessup vs. Davis, that it is proper for the plaintiff in a damage case to inquire of the defendant whether he carries insurance, is binding on all district judges and the trial courts must so rule. The court says that while this rule of law is at variance with the opinions of most of the courts in other jurisdictions, it has never been judicially overruled or changed by legislation.

## CASUALTY PERSONALS

O. M. Doyle, who is head of the aviation department of the Independence Indemnity, has been elected second vice-president. He is also elected vice-president of the Independence Fire. He joined the Independence Indemnity office in July.

Agents of the New England states pledged J. O. Sharpe, manager of the New England branch of the General Accident, \$4,000,000 in premiums for 1930 at a banquet given in Boston in his honor. There were 91 agents present who produced over \$2,000,000 in premiums in 1929.

Richard Deming, vice-president of the American Surety, is in New Orleans attending the annual convention of the Associated General Contractors. The organization has taken a very keen interest in the matter of bonding contractors, and as a result of conferences between its representatives and surety underwriters, the latter formed an affiliated bureau which works in harmony with the contractors in all bonding matters. The American Surety, among

other important companies, is a member of the bureau.

Owen B. Augspurger, president of the Guardian Casualty, was elected a director of the Buffalo chamber of commerce for a three-year term at the annual meeting of the organization. Dexter P. Rumsey, local agent, was honored similarly.

Albert E. Sharpe, manager of the liability and casualty department of the Equitable Casualty & Surety, has resigned. He has made no definite plans for the future but it is thought he will either join an agency connection which he has in southern New Jersey or continue in New York with some other organization.

Three home office officials of the Travelers recently observed anniversaries of their service covering a total of 85 years. They were William BroSmith, vice-president and general counsel, who on Jan. 15 completed 35 years of service; Jesse W. Randall, secretary of the casualty department, whose 25th anniversary was

on Jan. 14, and Howard R. Sullivan, assistant manager of the casualty claim department, whose 25th anniversary was on Jan. 16. Vice-President BroSmith has long been recognized as one of the leading authorities on insurance law in the country. He was elected general counsel of the Travelers in 1901 and vice-president in 1922. Mr. BroSmith has been president of the Association of Life Insurance Counsel, president of the International Association of Accident Underwriters, twice president of the International Association of Casualty & Surety Underwriters, manager of the Bureau of Publicity, casualty insurance, and chairman of the Insurance Committee of the American Bar Association.

Guy LeRoy Stevick, vice-president of the Fidelity & Deposit and its resident manager on the Pacific Coast, is visiting the head office of the company at Baltimore after spending a short time with friends in Rochester. Mr. Stevick has long been one of the stalwart figures in surety circles on the west coast, and few men anywhere have a better understanding of the problems of the business or the best means of meeting them than he. A lawyer by profession, he was claim manager for the F. & D. at Denver prior to taking the coast territory for the company nearly 30

years ago. He wields unusual influence in surety affairs, not alone with his associates on the Pacific Coast but with home office men as well.

George L. Radcliffe, president of the American Bonding, and E. R. Nuttle, vice-president of the Fidelity & Deposit, were on a visit to Chicago last week. Mr. Radcliffe is first vice-president of the Fidelity & Deposit.

George D. Webb of Conkling, Price & Webb of Chicago left Wednesday evening of this week for Los Angeles where he will spend a number of weeks, as is his regular custom.

Lester J. Bradshaw, Jr., special agent of the Fidelity & Casualty, attends many of the insurance conventions in his territory. He was at the recent regional convention of the New York local agents in New York City. He is very active in work of this kind. He is a man of forceful personality and has a fine knowledge of general insurance.

B. C. Ticknor, vice-president of the Bankers Indemnity, was in Chicago the past week visiting the western department offices.

S. L. Orwall, central division manager of the Mutual Benefit Health & Accident, with headquarters in Chicago, is a candidate for Republican nomination for congress in the 11th Illinois district, comprising McHenry, DuPage, Wills and Kane counties. Mr. Orwall has been quite active in Republican politics, as well as in insurance work, in which he has built up a wonderful production of accident and health business.

## LITTLE STORIES from the FILES of a GREAT INSURANCE INSTITUTION

**T**HE City of Muskegon had determined to build a breakwater. The contract for its construction had been awarded to a contractor of experience, well qualified to perform the job. However, his quick assets were limited and he faced difficulties in securing the necessary Surety Bond guaranteeing the completion of the contract. Needing bond immediately, he

appealed to a local insurance agent.

The Agent represented an eastern company and he realized that the complexities of the situation would involve lengthy correspondence before the bond could be issued. Casting about for a solution of the problem he thought of Continental, conveniently located nearby, and by telephone he arranged



to send his client in to the Home Offices, that the latter might personally explain his situation to our Surety executives.

Upon the arrival of the contractor it was found that although his ready cash was limited he owned \$150,000 worth of machinery, and in addition, he declared that he had a \$50,000 line of credit with his bank to finance the job he had undertaken. His banker verified his statement by telephone and Continental promptly issued the desired Bond, which the contractor took back to Muskegon with him the same evening. The Agent collected a substantial commission and won the good will and business of a valuable client. Recognizing good service, he also took on Continental representation.

This case is but one of many examples of the unfailing service the Continental Companies offer to insurance field men. A staff of highly-trained executives and a Home Office organization of nearly 1,000 competent employees stand in constant readiness to render business - building, profit - winning assistance to Continental representatives.



**CONTINENTAL CASUALTY COMPANY**  
**CONTINENTAL ASSURANCE COMPANY**  
CHICAGO ILLINOIS

## Funeral Directors' Bill Stirs Up Insurance Men

BOSTON, Jan. 22.—Much interest was manifested in the hearing on house bill 272 before the joint insurance committee of the Massachusetts legislature which provides that "it shall be unlawful for any insurance company, fraternal organization, burial association, or any other association, to make payment or settlement of policies or certificates written by such companies or associations in this state, in merchandise or services rendered or agreed to be rendered."

Plate glass company representatives, who saw the replacement of glass interfered with, automobile underwriters who could not return recovered stolen cars, fire companies, which could not salvage stocks; boiler insurance companies and others saw in the contemplated measure an infringement of their common practices.

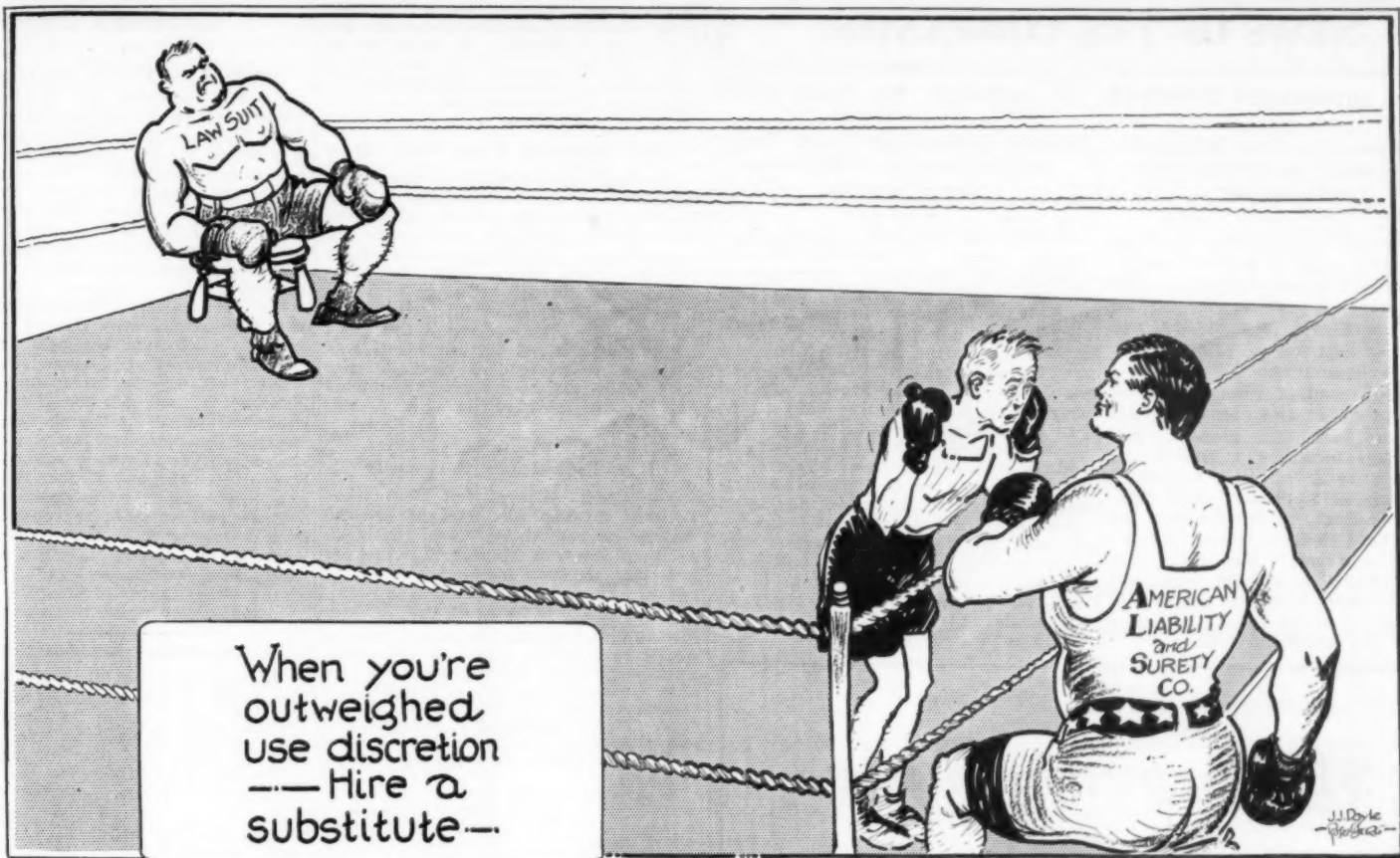
F. J. W. Ford, counsel for the Massachusetts Funeral Directors Association, explained that the measure had been drawn to prevent the entrance into this state of the Metropolitan Funeral Plan of Delaware, an association which agrees to furnish funerals, or pay for funerals, at a figure of \$50, plus 10 percent and certain other contingencies. Mr. Ford said he had no desire or intention to interfere with established insurance practices.

Formal opposition to the measure as it stood was registered by representatives of insurance interests, and it was further contended that the measure was not properly an insurance one in any event.

## G. H. Ackerman Retires

At the annual meeting of the Preferred Accident Tuesday George H. Ackerman, vice-president and treasurer and for over 40 years with the company, resigned and is succeeded by his son, E. B. Ackerman. The office force presented Mr. Ackerman with a traveling bag and field glasses, as he will spend most of his time from now on in travel. The Preferred also increased its dividend rate to stockholders from 12 to 15 percent.





## Your Client's Individual Resources May Suffer Heavy Damage in a Law Suit

But why let them run the risk when for a small fee they can hire the services of The American Liability and Surety Company with all its strength as an impregnable protection for their property and savings.

Territory Available in the Following States for Progressive  
General Agencies

Illinois	Michigan	Ohio	Kentucky
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**CAPITAL AND SURPLUS \$1,484,720**

# THE AMERICAN LIABILITY AND SURETY COMPANY

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*All lines of Casualty Insurance—Fidelity and Surety Bonds*

**HOME OFFICE, CINCINNATI, OHIO**

WM. C. SAFFORD, Vice President

*Branch Office: Montgomery and White, Inc., Managers, 720 North Michigan Avenue, Chicago, Ill.*

## NEWS OF THE COMPANIES

### PACIFIC INDEMNITY REPORTS

**Net Business Over Five Million—Assets Increased One Million—Now Total \$7,301,657**

LOS ANGELES, Jan. 22.—The Pacific Indemnity's gross writings totaled \$7,604,952 in 1929, an increase of \$1,200,166 over 1928 figures. The net premiums amounted to \$5,110,513, representing an increase of \$1,162,502, or 29.5 percent over 1928.

Unearned premium reserve was increased \$400,929 and \$259,464 was credited to the surplus account. Admitted assets increased \$1,075,308 and now total \$7,301,657, with a surplus to policyholders of \$3,484,603. The earnings of the company for the year totaled \$644,836 before federal income taxes. The average loss ratio was slightly higher than in 1928, but there was a substantial reduction in the expense ratio, with the result that earnings showed a satisfactory increase.

### NO HOOKUP OF COMPANIES

**President Hudson Says Central Surety Has No Connection With Indemnity of America**

KANSAS CITY, MO., Jan. 22.—Last summer when Col. Fred W. Fleming brought the Indemnity Company of America from St. Louis, his associates in the Central Surety obtained a pledge that he would not endeavor to merge it with the Central Surety. Now Dennis Hudson, president of the latter company, has sent to agents a statement showing there is no hookup between the two companies. Except for the assistance—personal in character—given him and the indemnity company's bookkeeping department out of good will by Assistant Secretary Helmick, no active member of the Central Surety's operating staff ever had any connection with the indemnity company, President Hudson states. Following Colonel Fleming's death, and as a preliminary to transferring the custody of funds and securities to the new Central Surety

treasurer, a complete audit of books, accounts and securities was made by the Peat, Marwick, Mitchell Company, followed by verification of values of all securities owned, by a committee of business men, including independent reappraisal of all mortgages.

\* \* \*

### New Company Plans Held Up

At the branch managers' meeting of the Business Men's Assurance in Kansas City last week, it was announced that officials expected to complete the incorporation of their proposed casualty company some time in 1930.

The company will not start with less than \$500,000 capital. Since it is necessary to sell a good portion of this stock to the public, it has not been considered advisable to proceed with the carrier until public interest in stock investments has become more nearly normal, officials said.

\* \* \*

### Now Federal Life & Casualty

The Federal Casualty of Detroit has declared a stock dividend of \$50,000, making its capital \$400,000. Inasmuch as it amended its charter to write life insurance, its name has been changed to the Federal Life & Casualty.

\* \* \*

**Hardware Mutual Casualty, Wis.**—Assets, \$3,459,731; unearned premiums, \$1,421,048; unpaid claims (except liability and workmen's compensation), \$99,427; reserve for liability losses, \$958,432; reserve for workmen's compensation losses, \$232,041; commissions, brokerage and other charges due, \$8,101; surplus, \$687,964.

Experience on 1929 business:

	Prem.	Losses
Accident .....	\$ 8,901	\$ 423
Auto liability .....	1,566,864	344,526
Other liability .....	63,713	5,154
Workmen's comp. ..	602,084	248,054
Plate glass .....	136,015	44,038
Burglary and theft ..	19,144	3,074
Auto prop. damage ..	635,380	183,757
Auto collision .....	214,423	104,062
Other P. D. and col.	5,616	1,359

Totals .....

\$3,252,140 \$934,447

\* \* \*

**Fidelity Health & Accident, Mich.**—Assets, \$45,150; unearned premiums, \$24,000; unpaid claims (except liability), \$4,600; surplus, \$38,902.

Experience on 1929 business:

	Prem.	Losses
Accident .....	\$ 162,640	\$ 57,477
Health .....	106,760	87,994

Totals .....

\$269,401 \$145,471

\* \* \*

**Minn. Commercial Men's**—Assets, \$216,919; unearned premiums, \$2,265; unpaid claims, \$30,871; surplus, \$183,000.

Experience on 1929 business:

	Prem.	Losses
Accident .....	\$ 121,090	\$ 95,864
Health .....	226,146	188,961

Totals .....

\$347,236 \$284,826

\* \* \*

**Columbus Mutual Life**—Assets, \$16,704,544; unearned premiums, \$153,618; claims, \$45,879; commissions, brokerage and other charges due, \$4,289; capital, \$500,000; surplus, \$1,059,026.

Experience on 1929 business:

	Prem.	Losses
Accel. and health .....	\$ 340,343	\$ 167,925

Totals .....

\$45,349 \$36,741

\* \* \*

**Kansas Bankers Surety**—Assets, \$575,485; unearned premiums, \$44,063; unpaid claims, \$24,000; commissions, brokerage and other charges due, \$216; capital, \$318,250; surplus, \$177,956.

Experience on 1929 business:

	Prem.	Losses
Fidelity .....	\$ 50,483	\$ 17,935
Surety .....	37,743	20,876

Totals .....

\$88,126 \$38,811

\* \* \*

**Lincoln L. & A., Okla.**—Assets, \$35,164; additional reserve non-cancellable acci-

### Commissioner J. E. Sullivan Condemns State Fund

MANCHESTER, N. H., Jan. 22.—A state fund for automobile liability insurance was condemned by Commissioner John E. Sullivan of New Hampshire at a meeting of the Manchester Fire & Casualty Association. "It is one of the most contemptible measures ever proposed in any conservative state," he said, "and I also believe that if it ever comes to pass that it will tamper with the fundamental principles of our great government."

John Hall of New York, representing the National Casualty Bureau, who had been in conference the past few days with the governor, insurance commissioner and registrar of motor vehicles in Concord, said that the National Bureau was about to launch one of the greatest prevention measures ever introduced in New England and while he could not make any further disclosures the details would be made known during the early part of the coming summer.

President George F. Trask of the New Hampshire association and President Frank W. Sargeant of the New Hampshire Fire were present at the meeting.

### Department Explains Case

The only question involved in the motion heard by Circuit Judge Sullivan of Chicago in the case of the Great American Casualty of Chicago involving examiners' fees was that of additional examinations, according to the Illinois department. Judge Sullivan was reported to have denied a motion of the attorney-general, acting for the department, asking for receivership because the company refused or failed to pay a \$1,450 bill for examinations arising from the investigation of the company's standing. It was said this action of Judge Sullivan does not affect regular examinations of casualty companies nor the department's power to collect costs in such cases, but had reference only to the fact that examiners had been maintained in the company's office for several weeks, although an examination had been concluded a few weeks previously.

### Massachusetts Federation Meeting

The 13th annual meeting and dinner of the Insurance Federation of Massachusetts will be held in Boston, Jan. 29. Charles A. Eaton, head of the industrial relations department of the National Lamp Works, former member of congress from the fourth New Jersey district, will be the principal speaker on "Governmental Interference in Business."

dent and health, \$18,278; capital, \$10,000; surplus, \$1,111.

Experience on 1929 business:

	Prem.	Losses
Life, accident and health .....	\$ 343,519	\$ 116,514

\* \* \*

**New Century Casualty, Ill.**—Assets, \$555,523; unearned premiums, \$126,700; unpaid claims, \$16,612; capital, \$200,000; surplus, \$205,743.

Premium income, \$275,986.

\* \* \*

**Ohio State Life**—Assets, \$12,175,526; unearned premiums, \$16,151; claims, \$7,000; commissions, brokerage and other charges due, \$1,492; surplus, \$666,822.

Experience on 1929 business:

	Prem.	Losses
Accel. and health .....	\$ 81,381	\$ 41,293

### Company Notes

The Egyptian Mutual Automobile of Salem, Ill., has been licensed in that state.

The Prudential Casualty & Surety of St. Louis has been licensed in Nebraska. The Belt Casualty of Chicago has been licensed in Ohio.

The New Century Casualty of Chicago has declared a dividend of \$2.50 per share, payable March 15 to stockholders of record Feb. 15.

## \$1736 per minute

The American public pays \$1,736 each minute for automobile accidents according to a bulletin of the American Research Foundation. This is at the hourly rate of \$104,166 or a daily accident cost of \$2,500,000.

During 1929 approximately 29,000 lost their lives through automobile accidents. Injuries, property destruction and replacements help make up the \$900,000,000 economic loss for that year.

Accidents cannot be eliminated. The appalling price America pays daily for accidents is increasing. It is possible, however, to protect your client against his share of this huge accident loss by the complete automobile coverage offered by a stock company such as the Belt Casualty with its nation-wide organization.

*Some desirable territory is open to capable agents.*

C. M. Nichols, President

## BELT CASUALTY COMPANY

HOME OFFICE

4750 Sheridan Road

Chicago, Illinois



## BURGLARY NEWS

## BURGLARS CROWD PRISONS

## Travelers Indemnity Gives Interesting Survey of Present Conditions in Hazardous Cover

HARTFORD, CONN., Jan. 22.—Penitentiaries, prisons and reformatories throughout the country report overcrowded conditions, but out of more than 67,000 inmates in 57 institutions, nearly 36,000, or 53 percent, were sentenced for burglary, robbery, theft, larceny and more serious crimes resulting from such violations, the Travelers Indemnity announces. Of the 1,500 prisoners in Dannemore prison, New York, scene of a recent riot, 66 percent had been sentenced for burglary, etc.; at Auburn, scene of two rebellions, 60 percent of more than 1,500 inmates; at Colorado state penitentiary, nearly 40 percent of 1,014 prisoners committed in two-year period; at Southern Illinois penitentiary and Illinois state reformatory, more than 74 percent, and at Joliet, Ill., state penitentiary, 66 percent.

Latest census report on federal and state prison population shows an increase of 26 percent in number of inmates committed a three-year period, while for the same period, total population of the United States increased less than 6 percent. From 1910 to 1926, the number of prisoners received by 96 penal institutions increased 71 percent, as against an increase of 27 percent in population.

Burglars steal jewelry today, as they have done for years. Fifty percent of burglary and holdup losses paid by the Travelers this past year have been for jewelry. Wearing apparel ranks next, then furs, silverware, money and securities and damage to property. Growth of the "bathtub gin" idea has reduced losses on pre-Volstead liquors. In 1921, the Travelers paid nearly \$40,000 for stolen liquors stored in cellars before prohibition. For the last five years, the losses have been practically nil. In the last two years bank robberies have increased considerably and bank burglaries have decreased. Holdups are bolder and find it easier and more profitable to rob in day light than at night.

## Give Kansas City Burglary Figures

KANSAS CITY, MO., Jan. 22.—Police department statistics show that in 1929 there were 1,009 residence burglaries in Kansas City and in 1928 only 680; business house robberies 924, against 762 in 1928, but holdups decreased from 1,178 to 1,068.

## After Unlicensed Carrier

KANSAS CITY, MO., Jan. 22.—James W. Garner, president, and C. W. Hedge, secretary of the Progressive Benefit Association, a burglary and theft insurance concern, have been charged with operating without a state license. They were released on \$1,000 bond and preliminary hearings set for Jan. 30. The two men were arrested as a result of an investigation by the Better Business Bureau. The insurance department was notified and an official of the department came to Kansas City and filed charges.

## Fewer Missouri Bank Holdups

W. F. Keyser, secretary of the Missouri Bankers Association, reports 21 bank holdups with loot and five without loot in 1929 compared with 30 with loot and two without loot in 1928. The total loss through bank robberies was \$52,400 in 1929 and \$177,500 in 1928.

## Michigan Department Objects

LANSING, MICH., Jan. 22.—Alleged irregular practices of the Great American Casualty of Chicago may be turned over by the Michigan department to postal authorities for investigation, according to warning contained in a letter sent the Illinois carrier. Complaints received by Michigan authorities are that the com-

pany, which was forced to withdraw from this state last June, has been soliciting renewals by mail and has even asked policyholders to continue contracts although, it is claimed, losses have neither been adjusted nor even recognized.

Ralph Wade, second deputy commissioner, took the action. A letter has been received from the Illinois department stating that an injunction prohibits the company from adjusting pending claims or seeking new business. The company was thrown into a receivership shortly after it was forced out of Michigan, but litigation caused the case to drag along.

Officers of the Great American Cas-

ualty stated in Chicago this week that insurance law permits them to protect business in force by soliciting renewals and that the company had been advised by the Illinois department to hold up claim payments temporarily pending decision in the insolvency proceedings.

## Louisville Associations Elect

LOUISVILLE, Jan. 22.—The Casualty & Surety Agents Association of Louisville, at its annual meeting, reelected J. J. Fleming, Century Indemnity, as president and named William McComas, Fidelity & Casualty, as vice-president and Henry Daugherty, First Kentucky Fire, secretary-treasurer.

The Louisville Claim Men's Association

elected these officers: Edward J. Meyer, Jr., Louisville Railway Co., president; R. G. Church, Union Indemnity, vice-president; George Hoffman, Travelers, secretary; Mr. Vaughn, Liberty Mutual, treasurer. J. J. Fleming, first president of the organization, was elected to life membership.

## Casualty Notes

The Central West Casualty of Detroit declared a quarterly dividend of 1 percent and an extra dividend of one-fourth percent.

J. Dwight Smith, Chicago manager of the Iowa Mutual Liability, who has resigned, is succeeded by Edmund M. Turner, who was formerly assistant manager.

## Why It Pays To Represent The F&D » »

» BECAUSE . . the F&D has specialized in the furnishing of all kinds of Fidelity and Surety Bonds for 40 years.

» BECAUSE . . the promptness with which the F&D settles its claims not only provides its representatives with the strongest possible sales argument in the solicitation of new accounts, but insures them against the loss of business to competitors.

» BECAUSE . . most of the F&D's home office underwriters and many of its field officials have grown up with the business and are recognized authorities in matters of suretyship. That means they are prepared to render prompt decisions in connection with all bonding propositions.


» BECAUSE . . by reason of their specialized training and experience, the F&D's field men frequently are able to suggest ways and means of making acceptable underwriting propositions out of cases which many companies would refuse even to consider. Many premiums that would be lost to the agents of other companies are thereby conserved in the case of the F&D's representatives.

» BECAUSE . . there exists at the Home Office not just an Agency Department to deal out supplies and powers-of-attorney, but an efficient Production Department, whose members are enthusiastically engaged in promoting the welfare and profits of all the Company's representatives.

BECAUSE . . the F&D has always subscribed to the principle that the ownership of expirations is vested with the producing agents.

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R. HOWARD BLAND, *President*

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FRANK A. GANTERT  
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# General Accident



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## WORKMEN'S COMPENSATION

### ENDORSEMENT NOT POSSIBLE

**Michigan Department Holds Step Cannot be Taken to Protect Carriers from Paying Penalty**

LANSING, MICH., Jan. 22.—The Michigan insurance department has turned down as impossible under existing laws a proposal that workmen's compensation policies be endorsed so that the carriers would be reimbursed in event the employer incurred double liability by illegally employing a minor. Under a recent amendment of the labor law, double compensation is granted in such cases. The carriers, however, have been compelled to assume the burden rather than the offending employers as the policies made no exclusions. The Employers' Mutual Liability of Wausau, Wis., suggested that it be permitted to attach an endorsement to policies under which the employer bound himself to reimburse the carrier in event of payment of such a penalty.

Department officials consulted officials of the department of labor and industry in regard to the matter and finally came to the conclusion that the only way out of the situation is for insured and insurer to enter into an entirely separate contract in which the former agrees to reimbursement of the latter if his actions incur the penalty. The matter is to be left for adjustment in the hands of the labor department which has control of administering the compensation act.

### Union Opposes Any Change

Active opposition to any workmen's compensation law proposal for Mississippi is expected from some organized labor bodies as the result of a resolution adopted by the Queen & Crescent lodge, Brotherhood of Railroad Trainmen, at Meridian, Miss., which was read into the record of the Mississippi house. The resolution stated that the the organization and individuals in it will "exert every influence and activity at our command to defeat the enactment of such a law." The union regards the present law as adequate protection for workers.

### Aviation Award Upheld

HARRISBURG, PA., Jan. 15.—The Pennsylvania workmen's compensation board has made its first ruling on a fatality resulting from an airplane accident. The board awarded compensation to the widow of a former employee of a pilot. The referee awarded \$3,627 to Mrs. Vernice M. Michaels of Bradford, whose husband was killed in a crash at Kane, Pa., on Sept. 29. The insurance carrier contested the widow's claim on the ground that Michaels was a student flier and not an employee. The referee found that a contract had been made between Emery and Michaels, hiring the latter to solicit passengers and assist in the preparation for week-end and holiday flights.

### Report on Kansas Accidents

TOPEKA, KAN., Jan. 22.—There were 7,295 industrial accidents in the six months ending Dec. 31. There has been a steady decrease in accidents since last August. Of the six months' total 71 were fatal and 214 caused permanent disability.

### Extend Scope of Colorado Law

DENVER, Jan. 22.—Even though he has less than four employees now, an employer who has had four or more employees in the past and who has never filed the necessary notices rejecting the workmen's compensation act still is subject to the provisions of that act, according to an interpretation placed by the state industrial commission on a decision of the state supreme court.

The compensation act states that it shall apply only to employers with four or more employees. The commission has been interpreting the act to mean that whenever the number of employees drops

below four then the employer automatically is released from its provisions. In the case of William Comerford vs. C. J. Carr the court held that this was not the case.

### Propose New Board in New York

ALBANY, N. Y., Jan. 22.—A bill has been introduced in the New York assembly creating in the labor department a council of standards and appeals of three members to supersede the present industrial board. The bill has been changed in form materially since its introduction a year ago, and Assemblyman Goodrich declared that in its present form it has been agreed to by all the interested parties. It is claimed among other things that the enactment of this legislation will speed up decisions in workmen's compensation cases.

### For Control by Commissions

MADISON, WIS., Jan. 15.—A discussion of workmen's compensation insurance and employers liability insurance was given by Arthur J. Altmeyer, secretary of the Wisconsin industrial commission, before the Technical club here. The advantage of workmen's compensation act being administered by the industrial commission instead of courts is that it makes for "simplicity, speed and greater facility in ascertaining facts," Mr. Altmeyer said. Out of 27,000 accidents in Wisconsin each year, he declared that less than 3,000 are cases where there is a test as to liability, and of these 3,000 only 60 are appealed to the courts.

## PLATE GLASS INSURANCE

### STUDY RATES IN TWO CITIES

**National Bureau Waits for Comments of Local Agents Before Acting in Boston and Philadelphia**

NEW YORK, Jan. 22.—Plate glass managers are still reviewing rates in Philadelphia and Boston, having satisfactorily settled the matter so far as Chicago is concerned. In the latter city, it will be recalled, a flat rate was fixed upon for the entire territory, save in so far as sections of certain named streets having a continuously bad loss record were concerned, and for these an increased figure is charged. So well received has the plan been that managers are advocating it for both Philadelphia and Boston.

In both centers local agents have been taken into conference and their views solicited. Boston agents asked for and have been supplied with experience data for their city, and once this has been analyzed their opinions on rating matters will be expressed. To conserve the time of company heads domiciled in Hartford, Philadelphia, Baltimore and other cities outside New York, a general meeting will not be called here until comments have been received by the National Bureau of Casualty & Surety Underwriters from Philadelphia and Boston. It is anticipated this will be about the end of January.

### Auto Glass Premiums High

The Travelers is credited with having secured \$100,000 in premiums from plate glass coverages on automobiles in 1929. While most of the casualty companies write this form of insurance, none has developed it to anything like the extent of the Travelers.

### Department Heads Named

A. C. Ballard has been appointed superintendent of the reinsurance department, and R. A. Wyld, superintendent of the forms department, of the Employers group of Boston. The two departments formerly were managed by James W. Blackham, superintendent of the expense control department.



## FIDELITY AND SURETY NEWS

### WILL NOT REVIEW BOND CASE

#### United States Supreme Court Declines Consideration of American Surety Action on Taxes

The United States Supreme Court declined to review the case of the American Surety vs. Frank K. Bowers, involving the question whether in an action against the surety on a bond given to secure payment of a tax, the surety may question the validity of the assessment.

In this case, the American Surety executed a bond for the L. C. Blancke Co. to secure the payment of taxes assessed against the company, provided the claim for abatement be disallowed. The commissioner allowed part of the claim for abatement and made a demand on the taxpayer for the payment of the tax. Payment was not made, and the government proceeded against the surety company.

#### Proceeds Against Surety

Prior to these proceedings the L. C. Blancke Co. became bankrupt, and the United States was notified of the bankruptcy proceedings. The United States, however made no claim for taxes in the bankruptcy court, but elected to proceed against the surety on the bond. The surety company then filed a claim for taxes in the name of the United States, pursuant to the provisions of the national bankruptcy act. The surety company also demanded that the United States participate in the proceedings, which was refused. The referee in bankruptcy disallowed the claim for the taxes, and his order was affirmed by the bankruptcy court.

In the action brought on the bond by the collector of internal revenue against the American Surety, the latter therefore raised the question of the validity of the taxes. The district court in New York, where the action was brought, held that that defense was not allowed in an action brought on the bond. This was affirmed by the circuit court of appeals for the second circuit, and the surety company petitioned the supreme court to review the case.

#### Revive Bail Bond Probe

NEW YORK, Jan. 22.—United States Attorney Charles H. Tuttle, who conducted an investigation of the bail bonding situation in this city a year ago, is directing another inquiry, asserting that the state law, limiting the premium surety companies may charge to 3 percent of the amount of the bond, is being flagrantly violated. Mr. Tuttle estimates that the premiums on bail bonds in the city amount to not less than \$1,000,000, though refusing to state what part of the sum he considered to be excessive. The trouble, it is understood, is not with the surety writing companies, but with certain runners who attach themselves to the criminal courts.

#### Nebraska Road Bond Business Active

LINCOLN, NEB., Jan. 22.—Nebraska bond men expect to add largely to their highway construction writings this year. Every indication points to the biggest road building program in the state's history, with \$10,000,000 available, two-thirds of this from the state revenues and a third from federal funds. About 100 miles of paving, 600 miles of graded and several thousand miles of graded road are on the docket for the year, and the first letting will be very shortly. In addition to the state program, counties will spend between \$3,000,000 and \$4,000,000. It is possible that a number of counties will vote bonds to help paving through them on interstate highways.

#### Capture Bonded Criminal

ST. PAUL, Jan. 22.—Frank Keeler is in the county jail here following his arrest in Florida and nearly \$100,000 in cash, securities and checks belonging to Paine, Webber & Co., has been recovered. Keeler had been in the employ of the brokerage firm in St. Paul barely a month when he skipped out with the money and securities which had been entrusted to him to deposit in the bank.

It was found that Keeler had a police record both here and in Minneapolis, which was overlooked when he obtained a surety bond at the time of his employment.

#### Changes in Membership

NEW YORK, Jan. 22.—The Commerce Casualty of Glens Falls and the General Casualty of Seattle have been admitted to membership in the Surety Association of America. The Reliance Casualty of Newark and the General Casualty & Surety of Detroit have resigned, the former because it has been absorbed by the Equitable Casualty & Surety of this city, and the latter because it has ceased writing both fidelity and surety lines. The present association membership numbers 72.

#### Compromise Alabama Bank Loss

BIRMINGHAM, ALA., Jan. 22.—Through a compromise settlement the Maryland Casualty will pay the Leeds State Bank \$7,500 for losses sustained through the actions of Dr. A. W. Bell, president, and J. C. Roberts, cashier. The two bank officials were bonded by the company for \$15,000 but after the bank failed and Dr. Bell was found drowned, doubt arose as to the cause of the bank's loss.

#### County to Provide Surety

FLINT, MICH., Jan. 15.—Genesee county will provide its own surety bonds in the future to protect county moneys on deposit in various banks, through passage of a resolution to that effect by the board of supervisors. Heretofore all banks acting as county depositories have been required to furnish their own sureties but these have taken the form of collateral bonds and personal bonds of officers in some cases. Despite the added expense to the county, the supervisors unanimously decided that the added protection was worth the expenditure.

#### Modify Reinsurance Agreement

NEW YORK, Jan. 22.—Several changes in phrasing of the reinsurance agreement by members of the Surety Association of America were determined upon at the quarterly meeting of the organization here several days ago. The alterations make for greater clarity and are designed to obviate misunderstanding as to the intent of the pledge.

#### Proposes National Bank Cover

WASHINGTON, Jan. 22.—Every national bank in the United States would be required to carry insurance to the amount of its capital stock by July 1, 1935, under a bill introduced in the House by Congressman Stevenson of South Carolina. The purpose is to relieve stockholders from double liability which now applies to the ownership of such stock, without depriving depositors from relief originally sought by making individual stockholders liable for losses. The measure would require all national banks chartered after July 1, 1930, to carry insurance for benefit of creditors against loss in an amount equal to capital stock. Any national bank previously organized could take out the insurance, and all banks would be compelled to have it by July 1, 1935. No restrictions are provided as to how the insurance shall be placed, but banks would be required to show the amount of the policy and the name of the company in each report on their condition.

#### Welch With General Casualty

SEATTLE, WASH., Jan. 22.—Edward P. Welch, well known in the Pacific northwest surety field, has been appointed superintendent of the surety department of the General Casualty of Seattle. Mr. Welch was with the National Surety for 15 years.

## Illinois Casualty Company

### SPRINGFIELD, ILLINOIS

An old established, stock company writing all forms of Automobile Insurance in one policy. Interested in Illinois, including Chicago, Missouri, Indiana, Iowa and Michigan. Write—



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Secretary-Treasurer

Ferguson Building  
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V. R. WESTON, Manager Commercial Dept.

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President  
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## ACCIDENT AND HEALTH FIELD

### GRANTING PUNITIVE DAMAGES

#### Situation Developed in South Carolina May Prove Serious for Disability Companies

Accident and health companies operating in South Carolina are facing a vexatious and possibly serious situation as a result of the tendency of the courts in that state to award punitive damages in contested cases. A recent decision of the supreme court of South Carolina seemed to uphold such awards and the lawyers of the state have not been slow to take advantage of it. In one recent case, where the amount of the claim was only \$60, damages of \$2,700 were awarded on account of the delay in settlement. One western company recently had some correspondence with an attorney who had been suggested as well qualified to handle such litigation for it, and was informed by him that he had been especially successful in holding down damages in such cases to \$500. As a result of this condition of affairs, the companies are rather hesitating to go into court on any case that does not involve a large amount and are paying or compromising some claims which they do not regard as legitimate, because of the danger involved in taking them into court.

#### Compulsory Proposal in New York

A bill introduced in the New York assembly by Louis A. Cuvillier of New York City establishes compulsory insurance for employees in case of old age, unemployment, death, sickness and accident not covered by workmen's compensation law, and for dependents and maternity benefits. It creates a commission to administer the law and \$200,000 is appropriated for administrative expenses.

#### Theo. Heckel Promoted

Theo. Heckel has been promoted to assistant manager of the casualty and group department of the Washington Fidelity National. He has just completed five years of service with the company at the home office.

#### Claim Association Has Round Table

The January meeting of the Chicago Claim Association was devoted entirely to a round table discussion of interesting or unusual claim problems which the members have encountered. A. B. Hvale of the Continental Casualty, president of the association, had charge of the round table.

There was some discussion about the desirability of a closer affiliation with the Casualty Adjusters Club, with the idea of forming a larger and more effective organization, but the general sentiment seemed to be that the problems in the accident and health field are sufficiently different from those in other cas-

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ualty lines to make the maintenance of the association as a separate unit desirable.

#### Announce Federal Life Club Officers

W. C. Hardgrove of Alma, Mich., was announced as the 1930 president of the Inner Circle, the premier producers' organization of the Federal Life, which held its annual meeting in Chicago last week. Mr. Hardgrove also won the \$300 award for the largest joint production of new life and accident and health premiums. A. W. Friskey, Jr., of Chicago, the leading producer of life business in 1929, becomes first vice-president of the Inner Circle and also receives the \$200 award for the first man to qualify for that organization. R. S. Pope of Bay City, Mich., the 1929 president, is second vice-president for the coming year.

Julius Cohn of Gary, Ind., is president of the Federal Life Club for 1930. G. E. Chappell of North Carolina is first vice-president, and G. C. Bohon of Louisville, Ky., second vice-president.

#### Finch With Sentinel Life

Franklin Finch, in the insurance business about 18 years and formerly general agent for the Federal Life of Chicago at Wichita, Kan., has been made assistant to George Barrett, superintendent of agents in charge of the accident and health department of the Sentinel Life.

#### Rose Is Omaha Manager

D. L. Rose of Chicago has gone to Omaha to be Nebraska manager for the Sterling Underwriters. Mr. Rose, who is only 21, is the youngest agency manager for his company.

#### Tooth Infection Covered

Death from an infection from an extracted tooth is accidental and is covered by the clause "solely and exclusively by external, violent and accidental means" in an accident and health insurance policy, according to the Texas supreme court in the case of the International Travelers vs. W. H. Francis.

## Champions Plan for Auto Cover

(CONTINUED FROM PAGE 39)

their business and avert state insurance is to adopt the same principles that he says they followed after the workmen's compensation fight in Ohio, that is, to work whole-heartedly with the state to solve the automobile compensation problem on a basis where it will remain solved rather than to accept half-way measures and hinder the operation of such measures as may be adopted.

## Survey Financial Relief Plan for Auto Victims

(CONTINUED FROM PAGE 39)

fund, Columbia University; Charles E. Clark, dean of Yale university law school; Miles M. Dawson, actuary, New York City; Walter F. Dodd, professor of law, Yale University; Victor J. Dowling, New York supreme court justice; Henry S. Drinker, Jr., Philadelphia attorney; William Draper Lewis, director American Law Institute; Robert S. Marx, ex-judge superior court, Cincinnati; Ogden L. Mills, undersecretary of the Treasury; William A. Schnader, special deputy attorney-general of Pennsylvania; Clarence J. Shearn, ex-justice New York supreme court; Bernard L. Shientag, New York city court judge, former New York state commissioner of labor; Horace Stern, president, judge of C. P. No. 2 of Philadelphia; Nathan Straus, Jr., state senator of New York; Henry W. Taft, New York City attorney; Arthur A. Ballantine, New York City attorney, chairman; and Shippen Lewis, of the Philadelphia bar, director.

## Bill Would Make Agent of Highway Department

The South Carolina highway department would be authorized at its own discretion to become virtually an insurance agent under a bill introduced in the legislature last week by Senator Jeffries of Colleton county. It authorizes the department to act as agent in writing surety bonds on state highway construction contracts, and sets forth requirements and amounts for such bonds. The bill is in the hands of the committee on roads, bridges and ferries.

## Receivers Appointed for Great Eastern Casualty

A receiver has been appointed for the Great Eastern Casualty of Newark on the strength of a reported \$250,000 shortage in accounts following the tragic death of Emanuel S. Margulies, president, in an airplane crash in Florida. Mr. Margulies was head of five Newark companies and was reported to be a millionaire. An investigation by the New Jersey insurance department was halted by the receivership action. Meyer E. Ruback of Newark and Henry Frank, Jr., of East Orange, N. J., were originally named receivers but were later removed by court order and John A. Bernard named in their stead.

The Great Eastern Casualty was organized in 1929 with \$150,000 capital and the same sum surplus to write passenger car liability and property damage. Mr. Margulies had been in Newark insurance for 10 years, for five years as a general broker and since 1923 as head of an agency. He had associated with him Charles N. Fowler, well known banker, as vice-president, and Henry Livesey, treasurer. Offices are at 1060 Broad street, Newark.

## American Surety Names Two as Vice-Presidents

NEW YORK, Jan. 22.—In addition to the reelection of all former officers of the American Surety, Lester S. Moore and J. Carroll French were chosen vice-presidents at the annual meeting of the directors yesterday. Mr. Moore joined the forces of the company 25 years ago as secretary to F. W. Lafrentz, now chairman of the board and then its comptroller. In 1912 Mr. Moore was given charge of the reinsurance department, becoming assistant manager of the metropolitan branch office two years later, and in 1920 advancing to manager. Mr. French is president of the New York Casualty, a subsidiary of the American Surety.

## Agree on New Rates for Auto Cover in New York

NEW YORK, Jan. 22.—Agreement having been reached between the insurance department and the National Bureau of Casualty & Surety Underwriters as to rates to be charged for automobile liability and property damage in New York state in 1930, the new manuals are being prepared and will be in the hands of the companies and their agents by Feb. 3, when the rates will become immediately effective. It is understood the revised figures will show very material reductions from those now in force so far as commercial vehicles are concerned, while there will be little change in the over-all effect on pleasure cars.





## SAFETY IN NUMBERS!

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